Chicago Fire Semi-Centennial Celebration Issue

CHICAGO COMMERCE

Published Weekly by
THE CHICAGO ASSOCIATION of COMMERCE

Saturday, October 1, 1921 *Price 25 Cents*

Book and Program of the Festival Play

ACHIEVEMENT

The goal of every ambitious man and firm is typified in the rapid growth of the *Jahn & Ollier Engraving Company*—the universal esteem in which their art and plates are held by the large national advertisers—and the enviable reputation for prompt deliveries which they enjoy.

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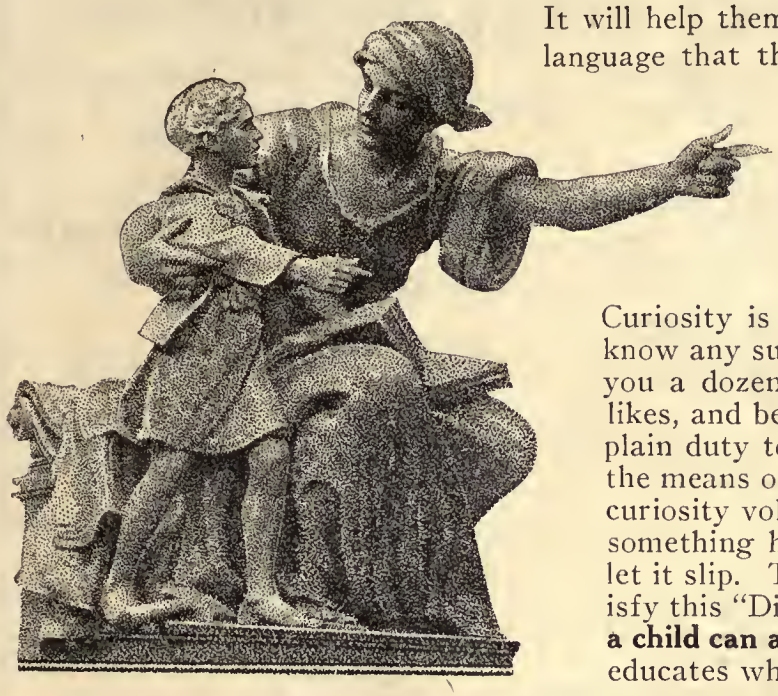
Are Your Children Still Waiting

for

The Book of Knowledge?

The Greatest Educational Help of the Century for Children



It will help them to help themselves. It is written in the language that the child understands. You don't have to have a Dictionary in one hand and an Encyclopedia in the other to make any subject in their school work plain to them.

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Curiosity is the beginning of all knowledge. Do you know any subject about which your child has not asked you a dozen questions? Let him ask as many as he likes, and be sure to answer them correctly. It is your plain duty to answer the child's questions or give him the means of finding the reply himself. When a child's curiosity voluntarily offers an opportunity to teach him something he will never forget, it would be wrong to let it slip. The Book of Knowledge was created to satisfy this "Divine Curiosity." **It answers every question a child can ask,** clearly and in words he understands. It educates while it entertains.

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Fifteen thousand of Chicago's enterprising citizens have been guided by the opinion of our leading educators who have endorsed THE BOOK OF KNOWLEDGE and who have requested parents who have children to secure this set of books so that the children might get the very best out of their school work. It can be found in the homes of Bankers, Railroad Officials, Manufacturers, Architects, Lawyers, Doctors, Ministers, City Officials and men in every walk of life. Is your name among them?

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Have you examined THE BOOK OF KNOWLEDGE? If you have not, send today for our descriptive book containing 80 pages, 65 illustrations, and a talk on the different departments of THE BOOK OF KNOWLEDGE.

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Naturally, The Book of Knowledge is being copied. To identify the real Book of Knokledge, ask to be shown the Gold Medal won at the Panama-Pacific Exposition. It will insure you against disappointment.

THE COUPON

THE THOS. J. CAIE CO.,
20 E. Jackson Blvd., Chicago, Ill.

Please mail descriptive book containing 80 pages, 65 illustrations, and a talk on the different departments of THE BOOK OF KNOWLEDGE, explaining the use and meaning of the work. It is understood that I incur no obligation.

Name .....

Address .....

City..... C.C.10-1

CHICAGO COMMERCE

Published Weekly
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In 1871 The Blakely Printing Company were doing much Printing well. In 1921 they are doing more Printing better

The fact that some names on their books in the early days of the New Chicago are still active accounts would seem to indicate a degree of confidence worthy of consideration. Confidence, they believe, is the fruit of reliable service. You may have read an expression they use, "We do more than Print—We Serve." *Let it be known this is not merely a slogan—it is an actual fact, as many Publishers and Printing Buyers during fifty years of continuous service will attest.*

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Wabash Nine One Two

Industrial, Statistical, Educational and Foreign Service

Industrial Service—A distinct and definite service is being rendered the industries of Chicago through the industrial and statistical data which the Fort Dearborn Banks compile and publish throughout the year. Great care is taken to secure the most authoritative figures, heretofore in many lines so difficult to obtain. This data is published in a series of illustrated articles in the Fort Dearborn Magazine, and in industrial advertisements in the Chicago dailies, which later are supplemented by special bulletins which go more exhaustively into each subject.

Educational Department—Educational tours for students of grammar grades, high schools and business colleges, in parties of twenty-five each, are conducted through the Fort Dearborn Banks. One thousand visitors have made these tours in the last few months. Articles on the history of Chicago and Chicago industries in the Fort Dearborn Magazine are used in many schools as supplementary reading. Also speakers on various phases of banking are furnished high schools, conventions, and other gatherings on request.

The Fort Dearborn Magazine—(32 pages and three color cover) is published by the Fort Dearborn Banks to render a definite service in the upbuilding of Greater Chicago; to help promote habits of thrift, and to identify the Fort Dearborn Banks with Chicago industry and progress. It is free to all who write or call for it.

Foreign Trade Service—Chicago, as the gateway to the Mississippi Valley and destined to become a seaport, is vitally interested in Foreign Trade. The Fort Dearborn Bank is constantly expanding its Foreign Trade service under the direction of Edw. N. Heinz, vice president in charge of the Foreign Department. This bank has direct connection with all the important financial centers of the world. Its service to both importers and exporters is unexcelled.

Fort Dearborn National Bank

Serving all lines of Industry

Corner Clark and Monroe

THE CONGRESS
HAND IN HAND WITH
CHICAGO'S PROGRESS

THE NEW CHICAGO 1871-1921

THE World's Columbian Exposition, held in Chicago, in 1893, showed the world how nobly Chicago, in twenty-two short years, had regained her position among the cities of the world.

THE CONGRESS 1893-1921

Another notable event of that year was the opening of The Congress, an institution whose progress since that time has been hand in hand with Chicago's advancement. The Congress has established for itself the same name among the great hotels of the world that Chicago has among the cities.

CONGRESS HOTEL
and ANNEX

President

MICHIGAN AVENUE at CONGRESS STREET

MORRISON HOTEL

"The Hotel of Perfect Service"

Clark and Madison Streets Chicago
Personal Direction of Harry C. Moir

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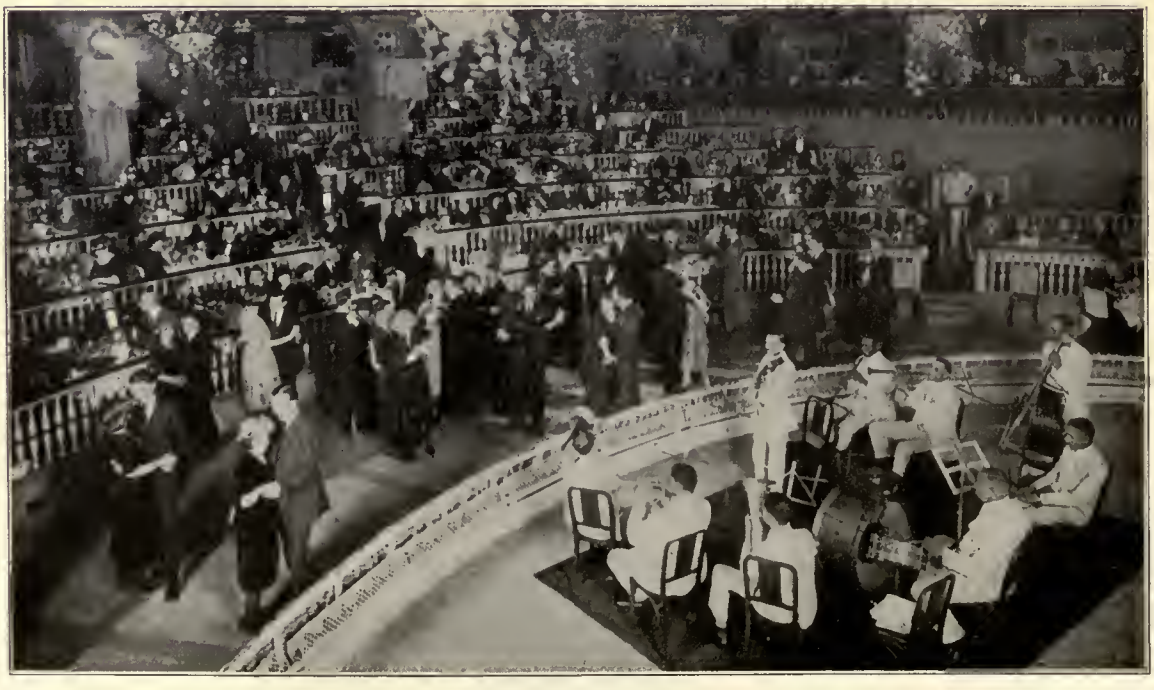
Please keep in mind **THE CAMEO ROOM** which is recognized as the largest and most beautiful Banquet Hall and Convention Room in Chicago, though only one of many available to you at The Morrison Hotel. It has a seating capacity of 1,400 persons; purified circulating air, perfect lighting system, and private elevator service. Neither crowding nor delays.

Over 1,000 Rooms with Bath.
All Delegates Can Live Under One Roof.

TERRACE GARDEN

"America's Most Wonderful Restaurant"

Ice Skating by the World's Greatest Skaters
Vaudeville Features and DANCING around the Ice



"The most popular Dance Floor in Chicago"

Now for the big drive after that hidden business!

—using the postage stamp to bring home the bacon

There's business to be had right now—and good business—

—for the man who uses the mails—to carry a *real message*—

—a message that sings!

—a message that tells them of something worth while—

—at a price!

We challenge you!

We'll write your message—and if it *doesn't appeal* to you, *throw it in the waste basket* and *forget it.*

If it *does* appeal—we'll print your message—process your letters—fill-in the addresses—address your envelopes—fold, enclose, seal, stamp and mail.

Brains to *Letterbox!*

If you haven't a list of real prospects—we'll furnish that too.

Try us—Main 1451-1452-1453-1454

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PHONE, MAIN 1451

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of olden times had their inception and conclusion in the privacy of the studio. Painted for the few whose purse and taste enabled their acquisition, they were generally removed to the seclusion of some Chateau where their beauty and wonderful craftsmanship were lost to the people.

Today, thanks to the arts of Photography and Engraving, pictures are the possession of no man, but a source of pleasure and enlightenment to all. Art has come as a herald, a beautifier of the printed page, a messenger to all that commerce has to offer.

At Number 226 West Madison Street, Chicago, there is an organization where Painting, Photography and Engraving work together under one roof. Under these conditions, co-operation and mutual understanding are obvious, resulting, plus exceptional individual talent, in a more than exceptional product.

BARNES-CROSBY COMPANY, Chicago

E. W. Houser, President

Advertising Art Studios ∴ ∴ *Photo Engraving Shops*

226-232 West Madison Street Telephone Main 2486

Is There A Mortgage On *Your* Home?

—you men who have mortgaged may have signed away your family's "*right to be happy.*" Legal obligations *descend*, you know. There's that little clause about "heirs and assigns" that isn't to be forgotten for an instant.

If you've had to mortgage your home or put up your "collateral," your estate isn't *apt* to come through probate in very good shape—there *may* be *something* left and there may be *less than nothing.* It's all very probable you know—the very *existence* of the mortgage or the note indicates the possibility. Your family *may* pull through all right—it's possible enough, but how *probable* is it?

And yet you can guarantee their prosperity—*certify* their happiness. Insure! Now! Don't wait! *Protect* your wife—make it possible for her to "*raise that mortgage.*" You'll leave a better name if you do—there'll be *reason* to *respect* you instead of *grounds* to *reproach* you.

Just write us that you would like information about our Double X Mortgage Insurance Policy. You incur no obligation by so doing, and we believe that you will thank us for telling you about it.

ILLINOIS LIFE INSURANCE CO.
CHICAGO

JAMES W. STEVENS, President
Greatest Illinois Company

NORTH SHORE TRAINS

BETWEEN

CHICAGO AND MILWAUKEE

60 Trains Daily
72 Trains Saturday
88 Trains Sunday

Trains leave Chicago Terminal every hour on the hour, from 5:00 A. M. to Midnight

****

144 TRAINS DAILY

BETWEEN

CHICAGO AND WAUKEGAN

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DINING CARS

Leave Chicago 7:15 A. M., 12:00 noon, 4:45 P. M.

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BAGGAGE CHECKED FROM YOUR RESIDENCE, OFFICE OR HOTEL IN CHICAGO TO LIKE DESTINATION IN MILWAUKEE WITHOUT RECHECKING

For Full Particulars
Apply to

CHICAGO NORTH SHORE & MILWAUKEE R. R.

Chicago Passenger Station,
209 So. Wabash Ave.
Phone Harrison 6478

CHICAGO NORTH SHORE AND MILWAUKEE

CHICAGO COMMERCE

PUBLISHED BY

THE CHICAGO ASSOCIATION OF COMMERCE

CHICAGO, SATURDAY, OCTOBER 1, 1921

Semi-Centennial Dedication Tomorrow

Impressive Ceremonies Will Mark Dedication of Lake Front Stadium, Scene of Great Festival Play

The event on which practically all the resources of the Association of Commerce have been concentrated for the past six weeks—the celebration of the semi-centennial of the Chicago Fire—will be formally opened tomorrow with the dedication of the new stadium in Grant Park at the foot of Van Buren street.

The stadium is to be the scene of the festival play of Chicago's history which is the main feature of the whole celebration, but tomorrow's program is of a more solemn, semi-religious character, in which the underlying purpose of the celebration, the awakening of Chicago's civic conscience, will be emphasized.

Mayor William Hale Thompson is expected to deliver the principal address, and President Joseph R. Noel of the Association of Commerce will preside. The program, as tentatively agreed upon by the special program committee, of which A. R. Bone is chairman, is as follows:

Concert—The Chicago Band, William Weil, conductor.

Introductory remarks — President Noel.

Opening Song, "America"—Festival Play orchestra and chorus.

Invocation—Rt. Rev. Samuel Fallows, D. D.

Address—Mayor Thompson.

Address—Donald Robertson, Festival Play master.

Addresses by church representatives—Rev. John Timothy Stone, Archbishop George W. Mundelein, Rabbi Joseph Stolz.

Closing Song, "Star-Spangled Banner" —Festival Play orchestra and chorus.

President Harding's Proclamation

National importance was given the semi-centennial period when President Harding on Tuesday issued a proclamation requesting governors of all the states to designate Monday, Oct. 10, as Fire Prevention Day. His proclamation follows:

"Whereas, the United States suffers through the action of fire an annual loss of life estimated at 15,000 human beings, most of them women and children, and

"Whereas, in the face of the world's dire need for American products, our fire losses increased during 1920 to over $500,000,000, and during the previous five-year period totaled over $1,416,875,000, including foodstuffs and other created wealth needlessly wiped out of existence, and

"Whereas, in addition to the above forest fires during the five years ended with 1920 further reduced our diminishing timber resources by a total of over $85,000,000, also threatening with aridity over 56,000,000 acres of hitherto productive woodlands, and

"Whereas, most of our fire losses are due to carelessness and ignorance, and may be easily prevented by increased care and education on the part of citizens

Urges Educational Exercises

"Therefore, I, Warren G. Harding, president of the United States, do urge upon

Joseph R. Noel,

President, The Chicago Association of Commerce

the governors of the various states to designate and set apart Oct. 10, 1921, anniversary of the Chicago fire, as Fire Prevention day, with these principal objects in view, to wit:

"To request the citizens of their states to plan for that day and period, through pulpit, through forum and through the schools, such instructive and educational exercises as shall impress the public mind with the calamitous effects and threatened economic disaster of such unnecessary fire waste.

"To urge, as an everyday duty of citizenship, individual and collective efforts in conserving our country's natural and created resources, and

"To promote systematic instruction in fire prevention in our schools, constant observance of the ordinary precautions that safeguard us from fires, and an orderliness in home and community that we may overcome this lurking peril.

"Fire is a danger that never sleeps."

Plans for Play Complete

Plans for the festival play are completed. The task of assembling a cast of 2,500 persons has been successfully accomplished under the direction of Donald Robertson, playmaster, and a cast committee headed by Angus S. Hibbard. Rehearsals have been held nightly for the past three weeks, and Mr. Robertson gives his personal assurance that the actors are better drilled than in any amateur production with which he has previously been interested.

Some remarkable talent has been discovered by Mr. Robertson among the young people who take part. Many of them have had some dramatic experience in the settlement house and industrial dramatic clubs, and have adapted themselves readily to the necessities of the festival play.

Mrs. Annabelle Whitford Buchan, famous as the original "Gibson Girl" and "Brinkley Girl" of Ziegfeld's Follies of several years ago, will be seen in the World's Fair scene as French's "Statue of the Republic," one of the crowning beauties of the wonderful Court of Honor at the fair, and which is still standing in Jackson Park. Mrs. Buchan's statuesque beauty lends itself remarkably to the setting for the statue, and her professional success is a guarantee of her ability.

Many Organizations Assist

The North Shore Players, a group of young people from the northern suburbs, will participate as an entirety in one of the scenes. Miss Gloria Chandler, daughter of Homer W. Chandler of Glenview Club and 5479 Hyde Park boulevard, who has been for several seasons with the Grace Hickox Studio Players and with various Little Theatre and other organizations, is a member of the North Shore Players.

Armour and Co., Rothschild and Co., the Northwestern University Settlement, Western Union Telegraph Company, First Illinois Artillery, St. Ignatius College, American Legion, United Spanish War Vet-

(*Continued on page* 28)

Explains Symbolism of the Chicago Municipal Flag

HOW WE BEGAN IN CHICAGO

POPULATION

In 1833 Chicago had a population of 350 people; in 1834 the first frame house was built in Chicago at the corner of Dearborn and Water streets.

SCHOOLS

The first regular school in Chicago was opened in 1833 at the corner of South Water and Franklin streets with about thirty pupils.

TRADE AND MANUFACTURES

The first wholesale establishment was opened in 1844 when William Blair began the hardware business.

The following year Hamilton and Day opened the first wholesale dry goods house.

In 1847 a second dry goods store was opened by Wadsworth and Cooley.

In 1851 C. M. Henderson began the wholesale boot and shoe business.

In 1858 there were 132 wholesale houses in Chicago.

LIVE STOCK

The Union Stock Yards was opened in 1865 and in that year the total receipts were 613 cattle, 17,764 hogs and 1,434 sheep, a total of 19,810 head of stock for the year.

BUILDINGS

In 1837 the following buildings were in Chicago:

Warehouses	4
Dwellings	398
Dry Goods Stores	29
Hardware Stores	5
Drug Stores	5
Grocery Stores	19
Hotels	10
Churches	5

RAILROADS

October 15, 1848, the first railroad train left Chicago and ran to the Desplaines River. January, 1850, the road was built to Elgin, a distance of 40 miles.

In answer to those who have asked for an explanation of the symbolism of the Chicago municipal flag, Wallace Rice, designer of the flag, has written the following:

The flag is white, the composite of all the colors, because Chicago's population is a composite of all the nations. The white is divided into three parts, the uppermost signifying the North Side, the larger middle bar the great West Side, and the lowermost the South Side. The two stripes of blue signify primarily Lake Michigan and the North branch of the Chicago river above, bounding the North Side, and the South branch of the river and the great canal below.

Chicago is the metropolis of Illinois, and the two blue stripes represent the Illinois stripe in the state centennial banner, doubled to indicate this supremacy and commemorating the services of the city during the civil war.

On the broad white middle bar are two six-pointed stars—five-pointed stars in the language of flags standing for sovereign states. That nearest the staff symbolizes the Chicago Fire of 1871, the other the World's Columbian Exposition of 1892-3—the two great formative events in local history.

Each of the points of the stars also has its significance. Those in the fire star stand for material ideals in which Chicago is either already preeminent or is seeking preeminence—industry, transportation, finance, commerce, populousness, and salubrity or healthfulness. Similarly, those in the fair star stand for immaterial and spiritual ideals—religion, the city being the seat of a Roman Catholic archdiocese, a Protestant Episcopal diocese, important governing bodies in many other denominations, and of numerous theological seminaries, education, with several universities and technical schools, innumerable primary and secondary schools, public, parochial and private, and highly important libraries and museums; esthetics, testified to by the plans for the city beautiful, Orchestra Hall and great conservatories of music, Art Institute, opera and the art clubs and similar institutions; justice, shown by the juvenile, morals and domestic relations courts, in which this city has led the world; beneficence, evinced in social settlements, playgrounds and in a hundred other ways; and civism or the civic spirit, which is the animating force behind all these, driving Chicago on to the fulfillment of its high destiny.

NEW YORK DEATH RATE

The death rate was lower in New York City during the week ended Sept. 17 than for any week since mortality statistics have been kept, according to Dr. Royal S. Copeland, commissioner of health. There were 967 deaths recorded in the city, a rate of 8.88 a thousand of the population. The lowest death rate in 1920 was 9 a thousand. In 1919 the lowest was 9.04, in 1918 it was 10.05 and in 1917 10.95.

BRITISH IN BRAZIL

British interests are extending their sphere of commercial interest to Brazil's increasing cotton cultivation. With the current advantage of depreciated milreis, which has shrunk in the last 15 months from a premium basis to 33 per cent below par, English syndicates are quietly acquiring land north of Sao Paulo, where irrigation projects are aiding in the development of a pure white, silky, cotton fiber fully one and three-quarters inches in length.

HOW WE BEGAN IN CHICAGO

LAND VALUATION

Lots were laid out 100 feet wide and 175 feet deep and were first sold for $11. The highest price paid for a lot in 1831 was $130 on Desplaines street. In that year lots on State street brought as high as 25 cents a front foot. The same lots are now worth $20,000 a front foot.

In 1833 John Bates sold the 600 acres bounded by Madison, State, Twelfth anl Halsted streets for $6.72 an acre. In that year the block upon which the postoffice stands was bought by Benjamin Jones for $550.

In 1830 the corner of State and South Water streets sold for $73.

TAXATION

The first tax on Chicago real estate was in 1823 and the amount was $11.42.

BOARD OF TRADE

The Chicago Board of Trade was organized in 1848 with 82 members. The shipment of grain and its products that year was equivalent to 3,001,740 bushels.

LAKE COMMERCE

The first vessel of any size to come to the port of Chicago was the Illinois which came July 11, 1834.

The first sailing vessel or boat to come to Chicago was the La Salle in 1673.

In 1836 Congress was asked for an appropriation to clean out the mouth of the River. It was stated in the memorial that shipments had been made that year by lake to the value of $1,000.64.

In 1840 this had grown to $328,-664.74 and it was reported that during this year about 150 vessels of all kinds had visited the city.

On April 10, 1848, the Illinois and Mississippi canal was opened.

In 1862 the first vessel arrived in Chicago direct from Europe being the Norwegian brig "Slepner" from Bergen. She brought 150 passengers and 200 barrels of herring.

DUST EXPLOSIONS

"Dust Explosions in Various Lines of American Industries" will be discussed by D. J. Price, U. S. Engineer in charge of grain dust explosion investigations, at a meeting next Monday in room 1735 Monadnock Block. The meeting will be held by the American Institute of Electrical Engineers jointly with the Western Society of Engineers.

GREATEST WIRELESS

A new wireless station, which when completed will be the greatest in the world, will shortly be built at La Prairie, Quebec, according to A. H. Morse, managing director of the Marconi Wireless Telegraph Company of Canada. A start is to be made at once by a research staff in preparation for the erection of two 330-foot steel towers, which will be set up this fall.

Program of the Festival Play

Here is the cast of the Festival Play, which is presented under the auspices of the Chicago Association of Commerce. The play was written by Wallace Rice and fully two thousands citizens of Chicago are taking part in its presentation. The production is under direction of Donald Robertson. The music was composed by Edward Moore. The chorus of five hundred singers and the orchestra of one hundred pieces are directed by Herbert Hyde. The cast is as follows:

Prelude

Song of the Spirits of the Dunes, the Lake and the Prairies.
Festival choristers and orchestra.

Prologue

Chief Che-ca-gou, the Revealer—Donald Robertson.

SCENE ONE.

Episode One

"The Coming of the Cross"

Time, 1673. Place, Mouth of the Chicago River.
Interpreted by St. Ignatius School.
Tamaroac, a young chieftain—Joseph Flynn.
Hacamac, his uncle and sub-chief—E. F. Kelly.
Gamea, a brave—W. F. Divan
Wena, a maiden—Sylvia Campbell.
Father Jacques Marquette, a missionary priest—L. V. Vaughan.
Louis Jolliet, Marquette's companion—H. Eggert.
Braves, squaws, papooses, etc., from various tribes.
Tetenchua, an Illinois chieftain from Kaskaskia—C. J. Weigel.

Episode Two

The March of Spain. By the Orchestra.

Time 1781

Interpretation by the people in the previous episode.
Don Eugenis Purre, captain in command—F. J. Bauska.
Don Jean Baptiste Mailhet, lieutenant—W. J. Flynn.
Ensign Don Carlos Tayon—J. P. Megeut.
Dons Luis Chevalier, the younger guide—M. Wilson.
Chief Sug-gema-ki—J. H. Buckley.
Chief Na-ki-gen—J. B. Kelly.
Spanish soldiers from St. Louis and French soldiers from Cahokia, Indians, squaws, etc., etc.

Interlude

"Our Illinois"

Festival chorus and orchestra.

SCENE TWO.

Episode One

The Coming of the Flag

Time, 1803. Place, same as preceding.
Interpreted by University Settlement and Lane Technical High School.
Capt. John Whistler, U. S. A.—Robert Jones.
Lieut. Wm. Whistler, his son—Thomas Williams.
Mrs. John Whistler—Amy Halbe.
Geo. Whistler, her son—Max Ziolkowski.
Lieut. Moses Hook, U. S. A.—William Edgerton.
Mrs. Wm. Whistler—Amanda Rose.
Soldiers, officers, Indians, etc., etc.

Episode Two

"The Massacre"

Place, the same. Time, 1812. Interpretation by the same group of the previous episode.
Capt. Nathan Heald, U. S. A.—Ray Helwig.
Lieut. Thomas Helm, U. S. A.—Louis Kosinski.
Ensign George Ronan—Stanley Miller.
Dr. Isaac Van Vorhees—George Burnett.
Capt. William Wells (known as Apenconit, to the Indians)—Ronald Mason.
Sgt. John Griffiths—John Prena.
A Sentry—Casimir Ziolkowski.
John Kinzie—Paul Crissman.
Mrs. Heald, formerly Rebekah Wells—Natalie Wierzbicki.

C. Herrick Hammond,
Chairman, Semi-Centennial Committee

Mrs. Helm, formerly Margaret McKillip—Bernice Polender.
Winamac, war chief of the Potowatomies—Eugene Novak.
Macatee-Benais, called Black Partridge—Frank Keller.
Wa-Bee-Na-Mah, Indian chief—Frances Ellis.
Pee-So-Tam, Indian chief—Richard Fairchild.
Wau-Ban-See, Indian chief—B. Goldsmith.
Kee-Po-Tah, Indian chief—Thomas Smith.
Citizens, soldiers, Indians, etc., etc.

Interlude

Illinois Indian Calumet Song.
Festival choristers and orchestra.

SCENE THREE.

The Passing of the Savage

Episode One

The Signing of the Treaty

Time, 1833. Place, The newly incorporated Town of Chicago.
Interpreted by the American Institute of Banking.
Geo. B. Porter, Governor of the Territory of Michigan—Charles Alison.
Thomas J. V. Ewing, Indian Commissioner—F. Freeman.
Wm. Weatherford, Indian Commissioner John Thompson.
Thomas Lee D. Ewing, Secretary to the Commission—T. Mushina.
To-Pee-Ne-Bee, a chief—J. J. Fitzsimmons.
First Chicagoan—A. Lussenhop.
Second Chicagoan—W. C. Schalm.
Third Chicagoan—F. W. Tamburrino.
First Newcomer—Lewis Friedrich.
Second Newcomer—Bernice Green.
Third Newcomer—Ralph Klinge.
Saw-Saw-Quas-See, a young chief—James Anderson.
Alexander Robinson, a chief—Frederick Larson.
Billy Caldwell, an Indian—Thomas G. Hyde.
Sauganash, a chief—James Johnson.
Officers from Fort Dearborn, soldiers, men and women citizens, Indians of various tribes, etc., etc.
Chief and Braves—G. Brown, Joseph Poggi, Frank Kiakora, John Higgins, Thomas Hyde, W. C. Becker, Edward J. Handtmann.

Interlude

The Chicago Festival Song
Festival choristers and orchestra.

SCENE FOUR.

Through Sword and Flame

Episode One

First Soldiers to the Front

Time, 1861. Place, Cook County Court House and Chicago City Hall Square, showing the old Sherman House and the old Tribune Building.
Interpreted by the First Field Artillery, the Aryan Grotto, Zouaves, group from Rothschilds, postal clerks and carriers from the post office.
First Chicagoan—Archie Holschmaker.
Second Chicagoan—E. Sain.
Third Chicagoan—M. V. Elliger.
Capt. James Haydon, commanding the Company A Chicago Zouaves.
Capt. James Smith, commanding the Chicago Light Artillery—Lieut. Leslie Moore.
Officers and men of the two commands, Chicago citizens, visitors, etc., etc.

Episode Two

News From Fort Donelson

Time, 1862, ten months later than previous episode. Place, the same.
First Chicagoan—Archie Holschmaker.
Second Chicagoan—E. Sain.
Third Chicagoan—M. V. Elliger.
Fourth Chicagoan—M. Levin.
An Editor—H. W. Smith.
A Speaker—Mr. Schlossman.
Newsboy—R. Kinkella.
Citizens, visitors, etc.

Episode Three

The Great Chicago Fire

Place, same. Time, 1871.
Interpreted by the Western Union Telegraph Co. employes, and Armour Welfare Association, assisted by the people in the preceding episode and others.
First Chicagoan—May Crowe.
Second Chicagoan—J. L. Wright.
Third Chicagoan—Gladys Wild.
Fourth Chicagoan—O. L. Boyd, E. Conley.

Spirit of Chicago—Miss Lois Sumner.
Citizens, visitors, refugees, etc.

Interlude
"Flames of Fire"
By the orchestra

SCENE FIVE

The Rebirth of Beauty

Time, 1893. Place, the Court of Honor of the World's Columbian Exposition.

Given by the members of the Art School of the Chicago Art Institute, members of the Chicago School of Architecture and members of other art organizations. Arranged by the Chicago School of Architecture.

Dance of the Muses

The Republic—Mrs. E. J. Buchan.
The Spirit of Architecture.
The Spirit of Painting.
The Spirit of Sculpture.
The Three Graces, the Nine Muses, Attendants, etc.

Interlude

The Victory and Glory March and chorus.
Festival choristers and orchestra.

SCENE SIX.

Victory and Peace

Episode One

Victory March of the Army and Navy
Time, 1918
Soldiers and Sailors
Victory Dance

Episode Two

March of the Nations at Peace

Chicago—Lois Sumner.
Illinois—Ruth Keig.
America—Mrs. Anne T. Whitney.
Groups of the Several Nationals in Chicago
March of the Nations at Peace
Association of Commerce Chicago Song
Hail Illinois!
America the Beautiful
The Chicago Plan
The Star-Spangled Banner

EXECUTIVE, ARTISTIC AND TECHNICAL STAFF

Director—Donald Robertson.
Stage Manager—Robert Sherman.
Assistants to stage manager—Clyde Long, Alice Keith, Olive Garnett, Melvin Hesselberg.
Press Representative—A. H. Kirkland.
Chief Mechanic of Stage—Louis Vogle
Electrical Tehnician—John Walghren
Superintendent of Properties—Albert Gordon.
Architectural designs by Holabird and Roche.

Equipment and Furnishing

Scenery—Sosman and Landis.
Costumes—Fritz Schoultz & Co.
Buildings—Avery Brundage.
Lighting Stage—Chicago Stage Lighting Co.
Seating—T. Bart McHugh.
Pyrotechnic Display—Pain's Fireworks.

Cast Committee

Angus S. Hibbard, chairman; Rev. Wm. H. Agnew, P. I. Bukowski, Mrs. F. E. Dewhurst, Ruth M. Keig, Major Ridgeway, Peter Lambros, James J. Mahoney, Frank C. Sweeney, Miss Jessie Veeder, Mrs. Anne T. Whitney, Mrs. Tillie Laurell, P. T. Dunne, G. B. Foster, Bernard DeVry, Geo. F. Mishchlich, Capt. Adj.; F. H. Stamm, E. Victor Field, L. Derby, Col. Schwengel, Col. Swanson, Lieut. Leslie Moore, Miss Stevens, Harry C. Lay, E. F. Wells, D. S. Musser, J. J. McGuire, Miss Eleanor Richardson, G. R. Schaeffer, C. H. Hildebrand, Miss Mary McDowell, H. B. Tesmer, Miss Mabel Morrow, Miss Harriet Vittum, A. V. Lathomus, Rev. Frederick Siedenberg, Miss Stevens, Elmer A. Fosberg, Nels Hokenson, W. H. Childs, Lieut. Leslie Moore, Major Ridgeway, Herman L. Reiwitch, D. L. MacWhorter, Major Boots, Capt. Wurtzpaugh.

Organizations, industries and schools, representatives of which are members of the cast.

St. Ignatius College,
Northwestern University Settlement,
Masque and Wig Club,
American Legion,
Veterans of the Spanish-American War,
Veterans of Foreign Wars,
Lane Technical High School,
Eleanor Club Number 6,
Improved Order of Red Men,
Degree of Pocahantos,
Sears, Roebuck & Co.,
Northern Trust Co.,
State Bank of Chicago,
Corn Exchange National Bank,
First National Bank,
Chicago Trust Company,
Federal Reserve Bank,
Union Trust Co.,
Continental and Commercial National Bank,
Commonwealth Edison Co.,
Rothschild & Co.,
Western Union Telegraph Co.,
Armour & Co.,
Post Office Carriers,
Post Office Clerks,
American Association of Engineers,
Chicago Turn-Gemeinde,
Illinois Bell Telephone Co.,
Arion Grotto Zouave Unit,
Chicago Association of Commerce,
Chicago Art Institute,
Community Service,
First Field Artillery,
U. S. Army,
U. S. Navy,
Veteran Drum Corps of the First Infantry.

GROW WILD PLANTS IS EXPERT'S PLEA

Owners of large estates are being urged to do their part in seeking to save native wild plants and flowers from extinction. The plea is made especially to those who import large amounts of trees, shrubs and plants, while the native growths are neglected.

Efforts are also being made to check the inroads made by automobile parties from cities. Members of these parties often return with their arms filled with flowers that should have been left to ripen and scatter seed.

The practical nature of the movement to perpetuate the native wild plants has been demonstrated by Dr. E. T. Wherry, a government chemist, of the Washington Bureau of Chemistry, who talked recently at the New York Botanical gardens. Dr. Wherry has studied soil conditions carefully and has carried on successful experiments on a suburban lot in Washington, where he has several hundred varieties of wild plants growing. The garden is so attractive that it is urged that holders of large estates could greatly beautify their places if they were to follow a similar plan. It is also pointed out that they would thus save many plants from becoming extinct.

This work is being pushed by the Wild Flower Preservation society, which has chapters in many states. Dr. Wherry called attention to the fact that laws have been passed, but that they are of little value unless enforced. He holds that one of the best ways to prevent the wholesale picking and destruction of wild flowers is to educate the children so that they will take interest in the campaign as they grow older. In this connection he points to the saying of John Burroughs, "We do not destroy the thing we love."

With reference to treatment of the soil so that wild plants may be grown successfully, Dr. Wherry said:

"It is necessary to find a plant requires an acid or an alkaline soil.

"There should be a large bed of the proper soil, one that is at least three feet in depth and three or more in diameter. Decaying leaves will make an acid, though these should be distinguished from rich leaf mold, which is distinctly alkaline. Leaves can be put around the plants and watered with rain water, which may be kept in barrels for the purpose, other water being often strongly alkaline. Leaves should never be burned, but preserved to use with plants which require an acid soil. I put oak leaves over mine in the fall. It is also a protection from the cold. Many of the early spring flowers, like the hypatica, bloodroot and dutchman's breeches, require an alkaline soil.

"I make an extraction of the soil with water, put in a dye, and if the soil is acid the dye will change color. The foundation of an acid is soil rotted wood, and combine that with sand and you have proper conditions for plants like arbutus and other members of the heath family, azaleas and rhododendrons, many of the wild orchids, including the pink lady's slipper, wild bleeding heart, oxalis, etc. The Indians had a name for the Indian pipe which meant growing on rotten wood.

"It is not necessary to take more than a single plant for an experiment. Those who have tried transplanting wild flowers think that they should be successful if they take with it a ball of the earth in which it was growing, but that is not enough. In a very short time the working of the earth worms and beetles and the action of the rain as well change the composition of the soil, combining it with that around it, and the plant suffers. Plants will sometimes grow in soil to which they are not indigenous, but they do not grow with full strength or blossom properly and they succumb readily to plant enemies."

Among the men with large country places who are cultivating wild flowers is Benjamin Fairchild, of New York and Connecticut, who has a wonderful wild flower preserve in the latter state.

SHIPS AGAIN MOVING

The 237 vessels, of 366,000 tons, lying idle in Swedish ports in July, at an approximate loss of about 250 crowns per vessel of 4,000 tons, are again moving, owing to the general improvement in economic conditions and a satisfactory reduction adjustment of wages. Though there have been some noteworthy failures, such as that of the Erik Brodin Shipowning Co., with a capital of 14,000,000 crowns, Swedish industries generally are picking up, remarks the Manchester Guardian Commercial, the corn crop being the best since 1914.

CANADA'S FUR FARMS

The growing importance of fur farming in Canada is illustrated in the Dominion Bureau of Statistics report covering the industry for 1920. At the end of the year there were 582 fur farms in Canada, as against 414 in 1919, and the values had increasd from $3,968,591 to $4,632,605 last year. Fur farms now exist in every part of the Dominion, and there are 14 ranches of domesticated animals in the Yukon territory.

Book of the Chicago Festival Play

This is the book of the Chicago Festival Play written by Wallace Rice commemorating the semi-centennial of the great Chicago fire of October 9, 1871. The play deals with striking historic episodes in the history of Chicago and spreads before the reader a vivid presentation of life in Chicago from its earliest days.

PREFATORY NOTE

The words of the Festival Play are nothing but a point to take off from for Mr. Edward Coleman Moore, composer of the Festival music, Herbert Hyde, director of the chorus and orchestra, and Mr. Donald Robertson and his able corps of assistants who are staging it, all under the generous and sympathetic management of The Chicago Association of Commerce, which has denied nothing to the pageant master, composer, musical director, and author which would make the performances notably worthy the occasion. To them all my thanks are here gratefully rendered.

WALLACE RICE.

Chicago, September, 1921.

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PRELUDE

THE SONG OF THE SPIRITS OF THE DUNES, THE LAKE, AND THE PRAIRIES.

Spirits of drifting sand
  Piled for the sport of the breeze
High between Lake and land,
  Born of the earth and seas,
Children of men have gone
  Over the dunes where ye dwell,
Sun after sun hath shone—
  And never a tale to tell.

Spirits of flow'ry plain,
  Prairies now spread to the sun
Golden and bright with grain,
Harvest to bounty won,
How have ye lain untilled
  Year upon centuried year
Longing to be fulfilled
  In plentiful hope and cheer!

Spirits of wind and wave,
  Over the Lake run ye forth—
Tempests that rise and rave
  Out of the howling North,
Ages must pass before
  Man is allied with your might,
Passing from shore to shore
  In promise of kindly light.

Spirits, how long ye wait
  Yearning for service to Man,
Wearied with war and hate—
  Waiting, what time ye span!
Prairie and wave and dune
  Rolling and shifting and blown,
Now cometh aid, and soon
  Ye all shall have gained your own.

(END OF PRELUDE)

—

SCENE I

THE COMING OF THE CROSS

The lights rise upon the figure of Che-ca-gou the Revealer, great chieftain of the Illinois, who recites:

Here by the waters of this island sea
Star-strown and glimmering in the Autumn night
Which fifty years ago were dim with cloud
On cloud of wind-swept smoke shot through with flame,
From canyoned avenues and streets ye come,
Ye pale-faced people from threescore of lands,
United in one high desire to praise
Your living God that He hath made you one
To live in peace and strive toward finer things.
Out of the hunting-grounds beyond the Sun,
Called by the spirit of this pale-faced town,
I, Che-ca-gou, whose name it proudly bears
Have come to summon back the misty age
When that great race, that hailed me as their chief,
The mighty Illinois, was sovereign here—
So now I call the Manitou to show

Wallace Rice,
Author of the Festival Play Book

What time her children came from lilied France
To bring these prairies into history,
To show how first your Holy Cross was brought
Unto the shores of this fair emerald Sea,
To show how Father Jacques Marquette for friend
Brought Louis Jolliet, who then foresaw
Great deeds for you to do here, where La-Salle
Had dreams of Empire other than ye've built.
Here shall ye see Spain flash her flag across
Our prairies after Britain, too, had passed.
So now, Great Manitou, I call on Thee
To show the day of our forgotten race.

The lights dim.

Persons of the Episode:

TAMAROAC, a young brave of the Illinois.
HACAMAC, his uncle, a sub-chieftain.
GAMEA, a brave.
WENA, a maiden.
Father JACQUES MARQUETTE, a missionary priest of the Society of Jesus.
LOUIS JOLLIET, his friend and companion.
TETENCHUA, an Illinois chieftain from Kaskaskia.
Many Illinois braves, squaws, youth, maidens, and papooses.
Five Hurons, with Marquette and Jolliet.
Forty Kaskaskia Illinois, with Tentenchua.

A glorious autumn morning shows a large band of Illinois at rest and play near the mouth of the Chicago River in the year 1673. They have just returned from trading with the French at the Jesuit Mission of St. Ignace on the Straits of Mackinac, and are still childishly pleased with the goods and ornaments gained by the barter of their peltries, whether braves with their weapons, squaws with blankets and beads, or youth with various toys. Several of the canoes in which they have voyaged up and down Lake Michigan lie on their sides near at hand with their lading of small trade bales spread beside them. The boys of the party have set up a mark and are trying out their new bows and arrows; the girls are dancing in the sun. It is a scene of rest, relaxation, and contentment, but though in a friendly and open country the vigilance of the braves is never slackened, and sentinels may be seen at watch upon all the approaches, one on the crest of a sand dune stretching away to the south.

TAMAROAC. O Hacamac, my mother's brother, chief. This is a pleasant spot to rest our arms, wearied with rowing from far Mackinac and its good Fathers, where the traders shrewd have given such marvels for our hides and peltries.

HACAMAC. It is a pleasant spot. This tossing lake—our sea, the Illinois—meets yonder stream from which a four-mile portage takes us safe, ourselves and our canoes, unto the river—again, the River of the Illinois.

TAM. And has this place a name?

HAC. A mighty name. Long generations by our chieftains borne with honor to themselves and us—Che-ca-gou.

TAM. And has this word a meaning?

HAC. Aye, the name of the wild leek, a cousin to the lily, tho' richer far in flavor and in scent.

TAM. It is a plant which greatly flourishes On all the prairies roundabout.

HAC. Even so our chiefs have flourished thro' the mists of time.

TAM. So may their namesake greatly flourish here! Save for yon marsh it is a pleasant spot.

HAC. There is much sand—and how it blows about!

(*Gamea comes up to them, a huge cleaver in his hand which he is waving.*)

GAMEA. See you this knife, Chief; 'tis the bear of knives!

TAM. Aye, with it you can hew your enemies down man by man until not one remains, even as the beavers up this little stream can fell a spreading hickory bite by bite.

HAC. But, having slain your foes, this slender blade were best for lifting clean their trophied scalps.

(*He brings out a short and slender knife.*)

GAM. Is it not strange, this stone of which 'tis made?

HAC. Much like the yellow copper that we know before the paleface came like silver, too.

GAM. Give us enough of this—the world is ours!

(*Wena comes to them, trailing a red blanket coquettishly.*)

WENA. Is not this blanket gorgeous, O my friends?

TAM. 'Tis bright as any prairie lily of them all.

HAC. Springing where'er braves of the Illinois have laid in blood their foes.

WENA. So I hear tell.

TAM. 'Tis red as the bright faces of our braves fierce set upon the path of war.

WENA. Oh, say you so? It is as beauteous

as the leaves of maples ere they fall—braves are not so.
TAM. But steadfastness and bravery—of all things beautiful, best and most beautiful—
WENA. Now, what a stupid thing to tell a girl!

(The sentinel upon the dune gives a cry and points to the west, the entire camp setting up a shout on the alarm. The braves seize their weapons and come together behind Chief Hacamac. The squaws run to the canoes and begin loading them with the bales. The children gather together in a wondering group under the care of the younger girls. All shade their eyes and look out over the prairie.)

GAM. Braves of the Illinois are they.
HAC. And Chief Tetenchua walks at the head of them. I hasten on to greet him. (Leaves the group.)

(The newcomers appear, Tetenchua at their head, Father Marquette and Jolliet a little behind with their five Hurons bearing canoes and burdens. There are forty Kaskaskia Illinois by way of escort in the party.)

GAM. And there is a black robe, too—it is good Father Jacques; with him the friend Louis who came to him at St. Ignace.
TAM. How bravely they went forth to seek afar the Father of the Waters!
GAM. They all bear crosses made of boughs—even the braves from our Kaskaskia!

(Hacamac comes to the newcomers.)

HAC. Greeting, Tetenchua; to thee, our Father! How welcome is the sight of thee in health!
TETENCHUA. Greeting, O Hacamac, and all your clan!

(The newcomers mingle with their friends in busy gladness.)

MARQUETTE. May peace be with you!
OMNES. With thy spirit, too!
JOLLIET. How favorable a spot is this, my friend! Yonder the green sea of the Illinois, behind the River of the Illinois, a portage short and level, and the stream before us as safe harbor for our ships!
MAR. Wealth greater than of Indies have these lands. So deep and black with fruitfulness are they their opulence might feed a hungry world.
JOL. Southward the mighty Mississippi rolls; northward these inland seas their waters send on to Quebec and Montreal. Between, this little portage stands. A channel made from this small river thro' the prairies here and all their wealth may speed its cheering way to South or North, or eastward even to France.
MAR. Great truth is there, friend Louis Jolliet—would I might live to see thy words come true. *(To Tetenchua)* You tell me this is called Che-ca-gou, Chief?
TET. Yes, Father, from our sachems to the south.
MAR. And we are now the first white men to set our feet upon this favored spot?
TET. Yes, Father.
HAC. It may be a woodrunner of the French has passed this place—he did but pass, nor left footprint or name along his speedy march.
MAR. Then it is fitting we should elevate the Holy Cross to mark the spot, with hymn and prayer and praise unto Almighty God.

(At a sign Indians bring a large cross made of boughs and set it in the centre.)

MAR. Hoc Signum Crucis erit in coelo. Alleluja.
OMNES. Cum Dominus ad judicandum venerit. Alleluja.
MAR. Domine, exaudi orationem meam.
OMNES. Et clamor meus ad te veniat.
MAR. Dominus vobiscum.
OMNES. Et cum spiritu tuo.
MAR. OREMUS. Deus, qui nos hodierna die Exaltationes. Sanctae Crucis annua solemnitate laetificas; praesta quaesumus; ut cujus mysterium in terra cognozimus, ejus redemptionis praemia in coelo mereamur. Per eundem Dominum nostrum Jesum Christum, qui tecum vivit et regnat in unitate Spiritus Sancti Deus, per omnia saecula saeculorum.
OMNES. Amen. Vexilla regis produent, fulget crucis mysterium. Qui carne carnis conditor. Suspensus est patibulo etcoetera.
MAR. Now may the Lord our God bring grace and peace, bounty of earth and hope of heaven, length of days and holy joy to all who come unto this favored spot the ages thro'.
OMNES. Amen.

(END OF EPISODE.)

EPISODE TWO.

Persons of the Episode:
Don EUGENIO PURRE, captain commanding.
Don JEAN BAPTISTE MAILHET, lieutenant.
Don CARLOS TAYON, ensign.
Don LUIS CHEVALIER the Younger, guide.
Chief SUG-GE-NA-KI (Le Tourneau).
Chief NA-KI-GEN.
Thirty Spanish soldiers from St. Louis.
Twenty French militiamen from Cahokia.
A hundred braves of the Ottawa and Potawatomi.

The lights dim for a moment while the stage is cleared, to rise upon a day late in January, 1781, when the Spanish expedition from St. Louis reaches Chicago on its way to attack the British fort at St. Joseph, near what is now Niles in Michigan. The strains of the Spanish Royal March are heard in the distance as the lights come on, with the scene as before. Enter Don Luis Chevalier the Younger, Lieutenant Jean Baptiste Mailhet, and Chief Sug-ge-na-ki with several French habitants and Indians, followed in straggling formation by Don Eugenio Purre and thirty Spanish soldiers with the Spanish ensign of war (the old flag, showing the arms of Castile and Leon), Don Carlos Tayon with twenty French militiamen, and Chief Na-ki-gen with a hundred braves of the Ottawa and Potawatomi.

PURRE. Halt! *(The music ceases, and command comes to a halt.)* Don Luis! *(Chevalier turns back to his commanding officer and salutes.)*
CHEVALIER. Yes, my captain.
PURRE. Where are we now in the name of Heaven?
CHEV. Yonder is the Lake of the Illinois, here is the little River of the Portage, and this place is called Chicago, after that great chieftain of the Illinois who visited the court of King Louis the Fifteenth of France, now more than fifty years ago.
PURRE. We have, then, passed that diabolical stretch styled the Grand Prairie, which has gone far to freeze my soul?
CHEV. Yes, my captain.
PURRE. And you really know where we are? We are not lost?

(Chevalier turns to Mailhet and the two Indian chiefs, who have come up, with a gesture of helplessness.)

CHEV. It is not the fault of any but the devil that the weather is so cold.
MAILHET. We are on the right track, my captain. We now follow the shore of the great Lake of the Illinois, turning now to the south end, when we have past its southern reach, to the east.
PURRE. And how much farther shall we Spaniards and Frenchmen have to travel to take our revenge upon the British for their attack on us last May?
TAYON. Cahokia was also attacked, my captain.
PURRE. Don't interrupt, sir. Chief Sugge-na-ki, do *you* know how much farther we shall have to plough through this freezing drift?
SUG-GE-NA-KI. The lake once rounded 'tis but twenty miles eastward that the fort of St. Joseph lies. There will be rich plundering there.
NA-KI-GEN. Much goods, much ammunition, much whiskey.
PURRE. There is no help for it. The Spanish ensign has already gone farther in this arctic zone than ever it did before—or will again. Take your places! Fall in! *(All take their places as before.)* Forward. March! *(The Spanish Royal March is heard again as the Company marches off to the south, straggling and weary. The music dies in the distance and the lights go dim as the last of it passes from the stage.)*

END OF THE SCENE.

INTERLUDE

The choisters sing "Our Illinois", as follows:

Our father's God, Thy name we bless
And all Thy mercies we confess
With solemn joy:
Our prairies rich with fruitful loam,
Our rivers singing as they roam,
The happiness that is our home,
Our hope, our Illinois.

How many times, Almighty God,
Our fathers passed beneath the rod
Thy years employ!
Grant that their faith be justified
In us, for whom they fought and died;
Their love for Thee our lasting pride
And hope for Illinois.

Our fathers' God, put forth Thy might;
Through Thee may we defend the right,
The wrong destroy.
Lead us afar from greed and lust,
Teach us our duty, make us just;
In Thee our best, our only trust,
Our hope for Illinois.

Great Lord, Thy law hath made us free
And all our freedom rests on Thee,
Our stay and buoy.
We give Thee praise for banished fears,
For righted evils, contrite tears;
Keep steadfast to her stainless years
Our hope, our Illinois.

SCENE TWO.

THE COMING OF THE FLAG

The lights rise upon Che-ca-gou as before, who recites Prologue II:

Slow, slowly plod these days of ancient time,
So hastily gathered here for you in words
And brief enacted scenes. Though France to Britain
Her empire yields, over this soil of yours
No British ensign burned—so far, so poor,
And so remote it rested. To the East
A Nation rose, and Clark two years thereafter,
Even on her natal day, flung to the skies
The starry standard of this new-born folk
Above the country of our Illinois.
Yet still the fourth part of a century
Must pass before your Banner hither came;
Fort Dearborn brought it, and in lonely pride
Stood till the fires of hideous war were lit
And braves of other tribes did horrors here.
Leaving a darkling wilderness once more.

The lights dim.

Persons of the Episode:
JOHN WHISTLER, U. S. A., captain commanding Fort Dearborn.
WILLIAM WHISTLER, U. S. A., lieutenant, his son.
MOSES HOOKE, U. S. A., lieutenant.
MRS. JOHN WHISTLER.
GEORGE WHISTLER, her young son.
MRS. WILLIAM WHISTLER, a bride.
The surgeon's mate.
Four sergeants.
Three corporals.
Four musicians.
Fifty-four privates.
Many Indians.

Just before sunrise in the autumn of 1803. The scene is as before, with the addition of Fort Dearborn, of which the corner blockhouse shows and a stockade stretching down to the north and west, in which is a practicable gate with a tall flag-staff in front of it about which four small cannon are parked, one ready for the salute at sunrise.

Mrs. John and Mrs. William Whistler are standing near, with George Whistler as the

lights go up for the late dawn. Indians are sauntering and waiting about.

MRS. JOHN WHISTLER. Isn't it good to have the fort finished, Mary, with all these Indians about?

MRS. WILLIAM WHISTLER. Sleeping in tents when we first came was nervous, in spite of the sentries, mother. I think I was more afraid for you and George than I was for myself.

GEORGE WHISTLER. It was better when we got inside the stockade, wasn't it? But it's good to have it done and ourselves inside it, just the same.

MRS. JOHN. The old Flag always looks good to me, but I think it will look especially good this morning.

GEORGE. They're going to take it inside the fort this morning, and mount the cannon too, aren't they, Mary?

MRS. WILLIAM. So your father said last night.

(Drumbeats are heard within the stockade, and the gate opens. Preceded by the musicians, the company comes out, Captain Whistler at its head. The military ceremony of hoisting and saluting the Flag follows, the company forming in hollow square, open toward the audience, a sergeant standing by to fire the gun. The light quickens as the sun appears above the horizon, the cannon is fired, the soldiers salute the Flag, and the musicians play the President's March (Hail Columbia). The lights dim and the stage is cleared.)

(END OF THE EPISODE.)

EPISODE TWO.

Persons of the Episode:

NATHAN HEALD, U. S. A., captain commanding Fort Dearborn.
LINAI THOMAS HELM, U. S. A., lieutenant.
GEORGE RONAN, U. S. A., ensign.
Doctor ISAAC VAN VOORHEES, U. S. A., surgeon's mate.
Captain WILLIAM WELLS, Apeconit from Fort Wayne.
JOHN GRIFFITH, quartermaster sergeant. The sentry.
JOHN KINZIE (Shaw-we-aw-kee, the Silverman).
MRS. HEALD, formerly Rebekah Wells, niece of Captain Wells.
MRS. HELM, formerly Margaret McKillip, daughter to Mrs. Kinzie by a former marriage.
WINAMAC (The Catfish), a war chief of the Potawatomi.
MACATEE-BENAIS (The Black Partrige), a war chief of the Potawatomi.
Chiefs of the Potawatomi:
WAW-BEE-NEE-MAH
PEE-SO-TUM
WAU-BAN-SEE
KEE-PO-TAH
Three sergeants.
Three corporals.
Four musicians.
Fifty-three privates.
Twenty militiamen.
Ten women.
Twenty children.
Twenty-seven Miami, under command of Captain Wells, from Fort Wayne.
Two hundred Potawatomi braves.
Potawatomi women and children.

The scene as before, save that the cannon and flagstaff are now removed within the fort, and the Flag is flying there. It is Saturday afternoon, August 8, 1812. Sentries are on guard about the fort and a few desultory Indians are near. The gate of the fort is open.

Enter, running from the south, Winamac, to the open gate. The Indians about follow him thither, seeking to know his errand. The sentry at the gate takes an active interest in the runner's approach.

THE SENTRY. Call the sergeant!

(Quartermaster-sergeant John Griffiths appears from within the gate as Winamac reaches it.)

GRIFFITHS. Who goes there?

WINAMAC. Winamac, war chief of the Potawatomi, with dispatches from General Hull at Detroit.

(The Indians about whisper understandingly to one another.)

GRIFFITHS. Give them to me.

WINAMAC. They are to go into the hands of Captain Heald.

GRIFFITHS (*to sentry*). Take Chief Winamac to the captain. And send a corporal with a squad to clear away these savages.

[Exit sentry within the fort. Enter from fort a corporal with a squad of soldiers. At a sign from Griffiths they push away the Indians and stand guard to prevent their return.

[Enter from the fort Captain Heald and Winamac. The sentry returns also.

Edward Moore,

Composer of Music for Festival Play

HEALD. Sergeant Griffiths, my compliments to Mr. John Kinzie, and will he be so good as to attend me on business of immediate importance.

[*Exit Griffiths left.*]

WINAMAC. You had best leave the Fort as soon as possible, Captain.

HEALD (*surprised*). Chief, do you know what was in those dispatches?

WINAMAC. Yes, Captain. You are to go to Detroit or Fort Wayne, abandoning the Fort and turning over all the supplies in it to the Indians.

HEALD. How do you come to know that, Chief?

WINAMAC. I would not run for General Hull unless he told me.

HEALD. You understand that you are to have the supplies?

WINAMAC. Yes, Captain. In return the Potawatomi are to give you safe passage to wherever you want to go. If I were you, I should go at once; if not, stand a siege and await reinforcements.

[Kinzie is seen approaching with Griffiths, left.

HEALD. That will do for the time, Chief. I will see you anon.

[Winamac joins the waiting Indians. Grffiths motions the corporal back into the Fort. More Indians enter right and join Winamac and his band.

KINZIE (*shaking hands*). Good afternoon, Captain Heald. You wish to see me?

HEALD. I have just received orders from General Hull (reading) "to evacuate the Fort, if practicable, and, in that event, to distribute all the United States' property in the Fort, and in the United States' factory or agency, among the Indians in the neighborhood."

KINZIE. How soon can you start, Captain?

HEALD. Oh, there is no haste, Mr. Kinzie. In return for the government's property in the Fort and Agency the Potawatomi are to provide me with a safe escort whenever I start.

KINZIE. But there are Winnebago about—as hostile as hell. They have already done murder, as you know. And the young Potawatomi braves—the British won them over at St. Joseph two years ago. You had better get your company out tomorrow morning before any more of them get here.

HEALD. Mr. Kinzie, I must have time to consider upon these matters.

KINZIE. You are provisioned for six months, cattle and supplies, are you not, Captain? You have plenty of ammunition?

HEALD. Yes; that I am ordered to turn over to the Indians.

KINZIE. Not if you will stand a siege, sir. To turn over the ammunition to the friends of Great Britain in war time is madness.

HEALD. You presume, sir. The Indians will come in from hundreds of miles around. They are aware of what is in my dispatches.

[More Indians enter right and join Winamac.

KINZIE. I have no intention to offend you, sir, but that is a reason for an immediate decision. They are already coming in. The news spreads like a prairie fire and the wolves run before it. All the more reason why you should evacuate immediately unless you determine to stand a siege.

HEALD. Yes; but I must take time. The responsibility is great, and it is all on my shoulders. If I obey orders, it rests with General Hull. If I act on my own authority and anything goes amiss, I shall be court-martialed.

KINZIE. But my God, man, we are at war, and we have not a friend among the younger braves. The older men can't hold them. You'd better stand a siege. There are a dozen women and a score of little children to think of.

[The light dims to indicate the lapse of time, and goes up to find the scene as before. Enter right, marching rapidly, Captain Wells and his twenty-seven Miami, to the intense interest of the other Indians about. As before, the sentry notes the approaching band. It is the afternoon of August 14.

SENTRY. Within there! Report the approach of thirty Indians led by a white man.

[Enter from Fort Captain Heald, Lieutenant Helm, and Ensign Ronan as Captain Wells reaches the gate. He dismisses his Miami, one going off left and the others standing aloof, to be quickly surrounded by the Potawatomi already on the ground more numerous than before.

HEALD. Captain Wells, I am glad to see you sir. It will relieve my wife's anxieties to know that you have come.

[Wells shakes his hand and greets the other officers, who are evidently not with their commanding officer and the situation is strained.

WELLS. How is my niece? In good health, I trust?

HEALD. She is well, but very anxious.

WELLS. To tell the truth, it is anxiety that brings me and my braves from Fort Wayne at

this time. I hear bad news. What is the situation now?
HELM. The Captain insists upon evacuating this Fort and turning a great store of whiskey, lead, gunpowder, and small arms over to these gathering savages.
RONAN. And we have provisions for a six months' siege—and there are the women and little children.
HEALD. Silence, gentlemen! or I shall be obliged to order you into the Fort and consult with Captain Wells alone.
HELM. You are about to risk his valuable life as well as ours.
HEALD. Silence, sir! Where is John Kinzie?
WELLS. He is advised of my coming. Ah, there he is now.

[Enter, left, Kinzie, who greets Wells with warmth.

KINZIE. —I am sincerely glad to see you here, Captain Wells, for all our sakes; but not for your own. You will lend weight to our counsels.
WELLS. There is difference of opinion?
HELM. Indeed there is!
RONAN. All the difference in the world—between life and death.
HEALD (*with a sneer*). Are you afraid, Mr. Ronan?
RONAN. I can march up to the enemy where you dare not show your face, *sir!*
KINZIE. Peace, gentlemen. There is war enough on every hand, without.
HEALD. State the position, Mr. Kinzie. We differ, but you are a just and honest man.
KINZIE. Captain Heald now proposes to evacuate the Fort, after waiting almost a week, and to distribute all whiskey, ammunition, and supplies to these Indians.
WELLS. Captain Heald, may I ask what is the present state of your arms, ammunition, and provisions?
HEALD. Captain Wells, we have two hundred stands of arms, four cannon, six thousand pounds of gunpowder, a sufficiency of shot lead, three months' provisions in Indian corn, two hundred head of horned cattle, and twenty-seven barrels of salt.
HELM. Enough to stand a siege—at least until reinforcements can reach us.
RONAN. Or the British come to take control—I'd rather fall into the hands of their officers than those of these red devils.
WELLS. Captain Heald, do you intend to evacuate?
HEALD. I do, sir, tomorrow morning.
WELLS. I beg of you to destroy the arms, ammunition, and whiskey.
HEALD. It's bad policy to tell a lie to an Indian, and I have a positive order to give up all public property—*all*, Captain Wells—to these Indians. To do otherwise would be to irritate the promised escort and endanger us all.
KINZIE. I will take on my shoulders the blame for destroying these things, as Captain Wells proposes. Here, let me write an order as coming from General Hull to that effect. Will that answer, Captain Heald?
HEALD. I think I should have time to consider the matter thoroughly.
WELLS. Captain Heald, no time remains if you are leaving the Fort tomorrow morning.
HELM (*despairingly*). The man has had a week already.
HEALD. Very well, Mr. Kinzie. Write the order, and I will see about the rest.
RONAN. When? Now?
HEALD (*stung by the sarcasm*). Immediately, sir, immediately.
KINZIE. Very well, sir. I will destroy all the alcohol I have in store as well.

[Exeunt into the Fort, Heald, Helm, Ronan, and Kinzie. Wells stands a moment in grave doubt before sauntering over to a group of Potawatomi chiefs who, at his approach, come to meet him slowly. Solemn greetings are exchanged between them, no word being spoken while each party waits for the other to begin. At last.

WELLS. O Chiefs, I shall march forth with blackened face. The doom is upon me.
WINAMAC. O Apenconit, he will not stand a siege? I knew he would not. At least have him destroy the whiskey; it maddens the Potawatomi.
WELLS. I have persuaded him to so much at least, O Winamac.
WABANSEE. Our young men will hold it a breach of faith to destroy the whiskey, O Apeconit.
WELLS. It is hopeless, either way, O Wabansee.
THE BLACK PARTRIDGE. I will save your niece, O Apeconit—and the other women, if I can. You are a brave man.
WELLS. You have my thanks, O Macatee-Benais. I go.
THE CHIEFS. You are a brave man, O Apeconit.

[There is a silent and solemn leave-taking. The lights go dim.

[The lights go up upon the scene as before, except that no Flag flies over the Fort. It is nine o'clock of the morning of Saturday, August 15, 1812. A great crowd of Indians in war paint, their squaws hovering near, awaits the coming out of the garrison in utter silence.

[The music of the Dead March is heard within the Fort, its gates come open, and Captain Wells, with fifteen of his Miami lead the little procession. He is followed by the band of four musicians playing their dirge. After them in order come Lieutenant Helm with twenty men of the command, and as many militiamen not in uniform under Ensign Ronan. A dozen women, including Mrs. Heald and Mrs. Helm, are in wagons with twenty small children. Captain Heald with the rest of the soldiers and twelve Miami form the rear-guard. They march slowly out and turn to the south, the Indians, each band with its Chief, following them to the centre of the stage. Here the Indians break into a run and dart behind the sand dune. After the vanguard has passed from the stage, Captain Wells runs back, waving his arms.

WELLS. We are surrounded! They are about to attack! Defend yourselves!

[The women and children are gathered together as the Indians begin firing from the dune, the Americans falling on every hand. Captain Wells fires, fights desperately, and at last falls. So Ensign Ronan. Lieutenant Helm is wounded. The Indians growing bolder, attack the women and children, who shriek. Mrs. Helm is seized by Pesotum, who would brain her with his hatchet, and is rescued by the Black Partridge. A charge is made up the dune by the surviving soldiers, and many fall. Indians run in from every side with the war-whoop and shrill cries of victory.

(END OF THE SCENE.)

INTERLUDE

The choristers sing the Calumet Song of the Illinois, noted by Father Jacques Marquette, as follows:

Hail, Manitou!
War now shall cease:
Here make we peace
Secure and true.
Buried the knife,
Ending all strife
Peaceful we go
Ho! Ho!
Hail, Manitou!
This deed we do
Peace to renew.
Chieftains!
Pass the pipe, the Calumet,
Puff the smoke on high!
Pass the pipe now and let
Sacred smoke reach the sky!
Smell the fragrant smoke ascending,
Manitou, hear thy children!
Sacred smoke our bloodshed now ending
Bear our oath on high to You!
Ni-na ha-ni
Ni-na ha-ni
Ni-na ha-ni
Na-zo on-go.
Ni-na ha-ni
Ni-na ha-ni
Ni-na ha-ni
Ho ho.
Ni-na ha-ni
Ni-na ha-ni
Ni-na ha-ni.
Co-ma ban-no-ge
Ni-chil-cha co-ge
A-ke a-wa.
Ban-no-ge ni-chil-cha
Sha-ge-be he he ha.
Min-tin-go-me toi-de pi-ni
Pi-ni he ni-chil-cha-le
Mat-chi-mi-nan ba mic-tan-de
Mic-tan-de pi-ni pi-ni he.

SCENE THREE.

THE PASSING OF THE SAVAGE.

The lights rise on Che-ca-gou as before, who recites Prologue III.

For years the howl of wolves and stealthy tread
Of moccasins alone this silence broke,
Until the Fort, rebuilt, stood forth to curb
Old lusts; for here was set a mighty throne
Wrought for a race of conquerors. Ye give
New lands toward the setting sun to tribes
That hindered you, and all their bows and spears
Were herded hence at last, for ever gone,
Even as my Illinois aforetime went,
Not one remaining now to tell his tale.
Yet not as captive slaves met they their fate,
As yet shall see; with dance and whoop of war
Defiantly they took their path afar.
Thus shall ye note the birth of this your town,
An upstart village on a far frontier,
Where one by one came sailing o'er our Lake
Or straggling round its shores your pioneers.
They found a miry marsh and piling sands;
Pestilence slew them, and the life was hard;
But courage and determination high
Came with them, and they founded happy homes,
Beginning the Chicago ye revere.
The light dims.

Persons of the scene:

GEORGE B. PORTER, Governor of the Territory of Michigan, Chief Indian Commissioner.
THOMAS J. V. OWEN, Indian Commissioner.
WILLIAM WEATHERFORD, Indian Commissioner.
WILLIAM LEE D. EWING, Secretary to the Commission.
TO-PEE-NEE-BE, an old Chief.
SAW-SAW-QUAS-SEE, a young Chief.
ALEXANDER ROBINSON (Che-che-bin-quay), a Chief.
BILLY CALDWELL, Sauganash (Shaw-waw-nas-see), a Chief.
First Chicagoan.
Second Chicagoan.
Third Chicagoan.
First Newcomer.
Second Newcomer.
Third Newcomer.
Officers and soldiers from Fort Dearborn.
Citizens, many men and a few women.
Two hundred Indians, braves, squaws, and papooses.

The light rises again. It is Thursday morning, September 26, 1833, in the newly incorporated town of Chicago, the day of the signing of the final treaty between the Government of the United States and the Chiefs of the United Nation of the Potawatomi, Chippewa, and Ottawa. A row of frame houses and log cabins stands in South Water Street, between State and Wells. The scene is populous with Indian braves, squaws, and papooses come for the feasting at government expense which goes with the treaty.

There are citizens, a few of them women, newcomers, many attracted by the distribution of money to the creditors of the Indians under the treaty, and officers and soldiers from the new Fort Dearborn, garrisoned anew since the Black Hawk War of the year before. The Indian Chiefs are in their most gorgeous costumes, and a circle of them is seated, passing the peace pipe as Indian maidens dance slowly to the movement of the Calumet Song. A party of Chicagoans is showing a party of newcomers the sights from the outskirts of the busy throng.

FIRST CHICAGOAN. Do you see that Indian Chief over yonder? That's Billy Caldwell, who calls himself Sauganash, the Englishman. He stood by the Americans at the time of the massacre eleven years ago, and he saved this place when Black Hawk took the war-path last year. He's all for the treaty. Yes, sir!

FIRST NEWCOMER. Sauganash? Why, that's what they call your tavern over there.

SECOND CHICAGOAN. Yes; that's a joke of Beaubien's—done out o' compliment to Billy, as you might say. It all helps.

THIRD CHICAGOAN. Well, what do you think of Chicago?

SECOND NEWCOMER. It's a busy place for the size of it.

THIRD CHICAGOAN. We just got incorporated as a town last month, and we got twenty-eight votes at the election. Figuring five people to the vote that gives us a population of a good one hundred and forty. And there's a thousand more coming. How's that?

SECOND NEWCOMER. How old is the place?

FIRST CHICAGOAN. Well, after the Indians burnt down the Fort in 1812 there wasn't a soul here but Indians until seven years ago, except the Kinzies and Beaubiens. Yes, sir!

THIRD NEWCOMER. It looks today as if it had a flying start toward becoming a good sized place some time.

SECOND CHICAGOAN. We've had a post-office here for two years now. Do you know about the Canal?

SECOND NEWCOMER. The Erie Canal?

FIRST CHICAGOAN. Well, that sort o' started it, but I mean the Illinois and Michigan Canal, yes, sir!

SECOND NEWCOMER. No; are you going to have a canal?

FIRST CHICAGOAN. Yes, sir! It's going to join the Lake to the Illinois River—it'll give us a water route clear through to New Orleans and the Gulf of Mexico. That'll help.

THIRD NEWCOMER. That certainly looks as if it might help.

THIRD CHICAGOAN. Might help? Do you see that officer over yonder? That's Major George Bender. He's been here since July—President Jackson sent him out here to fix us up a harbor at this end of the Canal—clear away that sand bar at the mouth of the river and give us a good harbor. Congress has appropriated $25,000 for it—how's that?

FIRST CHICAGOAN. Say, did you hear about the first private vessel that ever did get into the river? It was just last month. The Westward Ho got stuck on the bar and the fellows that owned it hired eight yoke of oxen and hauled her clear over. Yes, sir!

[A signal gun is fired from the Fort. At the sound the Indian Chiefs and braves begin moving up centre.

SECOND CHICAGOAN. That's the gun to bring the Indians together. Now the Commissioners will come over the river—they built houses on purpose for them—town so crowded there wasn't anything else to do. That'll help.

FIRST NEWCOMER. Yes; we've noticed that your hotel accommodations isn't any too good.

SECOND CHICAGOAN. Just give us time! We'll have as good hotels as any in the world in a year or two. That'll help!

SECOND NEWCOMER. Well, you'll need 'em if you can draw crowds like this.

THIRD CHICAGOAN. And we'll get 'em! Once move the Indians out and Westward Ho! will be the word.

FIRST CHICAGOAN. Why, we've got seven-eighths of a square mile in our town limits right now—a good seven hundred and sixty acres. They run up there (pointing north) clear to Ohio Street; and up there (pointing south) to Jackson Street, clear over to Jefferson Street on the west side, and down here to State Street.

THIRD NEWCOMER. Is that State Street where the slough runs down to the river?

FIRST CHICAGOAN. All our streets are marked out with stakes. We're all ready to grow. Yes, sir!

THIRD CHICAGOAN. Why, we've got four churches already, and a newspaper, and a school! How's that?

[The Indian Commissioners and their Secretary, escorted by a squad of soldiers, interpreters and hangers on following, are making their way slowly through the crowd to the spot prepared in the centre of the stage with chairs and tables.

Donald Robertson,
Director, Festival Plan

FIRST CHICAGOAN. Do you realize what this treaty is going to mean to us? The Government is going to pay up the debts the Indians have been accumulating ever since the war with England started—a hundred and seventy-five thousand dollars worth of 'em!—more than a thousand dollars apiece to every man, woman, and child in the place on an average. Yes, sir!

FIRST NEWCOMER. That ought to put the place on a good substantial footing.

SECOND CHICAGOAN. The Kinzies'll get ten thousand of that alone. It'll all help.

[There is a roll of drums. The Indian Chiefs are seated in front of the Commissioners in semicircles. The citizens and newcomers arrange themselves to the right side of the tables, the Indian braves and squaws to the left. Another roll of the drums hushes the crowd.

GOVERNOR PORTER. Chiefs of the United Nation, Potawatomi, Chippewa, and Ottawa, my children! The day is fair and no cloud dims the sky. Even so the light of the Great Father in Washington is shining clearly upon you, and no cloud stands between us here. You all know the terms of our treaty; they have been told you again and again; but Mr. Ewing, our Secretary, will state them briefly to you once more—we wish no clouds in the sky. Mr. Secretary.

THE INDIANS. Ugh! Ugh!

EWING. Mr. Commissioners and Chiefs of the United Nation! For the five millions of acres you are giving up to the Great Father in northern Illinois and in the territory of Wisconsin, you are to have another five million of acres in western Missouri, which fifty of your Chiefs will see, and to these you are to transport yourselves. You shall have food for the journey and for one year after your coming to your new homes. A hundred thousand dollars in food and provisions will be given you, part now and the rest within the year. As much money will settle certain debts of the Chippewas, and one hundred and seventy-five dollars in addition will pay all the other debts you owe to the good people hereabouts One hundred and fifty thousand will be used to build you houses, mills, and shops, buy you tools to work your lands and support physicians, millers, blacksmiths, and others, to help you. Two hundred and eighty thousand dollars will be paid you in annuities of fourteen thousand dollars a year for twenty years; and seventy thousand dollars will be used for your education. I have spoken.

TO-PEE-NEE-BE (*rising*). We wish now to ask you, O Messengers from the Great Father, why you have brought all your Indian children, Chiefs and braves of the Potawatomi, Chippewa, and Ottawa of the United Nation, here to Chicago. We ask you. I, To-pee-nee-be, have spoken.

SAW-SAW-QUAS-SEE (*rising*). I am a young chief and not wise like the Messengers from the Great Father in Washington. And now I, too, would like to know why we, your Indian children, have all been brought here. I, Saw-saw-quas-see, have spoken.

GOVERNOR PORTER (*rising and speaking with vexation*). O my children, O Potawatomi and Chippewa and Ottawa Chieftains, why will you waste our time with foolish talk? The Great Father will be angry with you for wasting words. You have been told and retold why he has brought you here, and even now you have been told once more. You have ears, and you have heard. The Great Father is patient, but there is an end of all patience. He asks you to sign the treaty—to sign it now—and to get your supplies and provisions in return. He will not ask you again. I have spoken—for the last time.

[The treaty is raised so that all can see. The Commissioners append their signatures first, and the Indian Chiefs, led up by Robison and Caldwell, rise one by one and make their marks by touching the end of the quill pen in Secretary Ewing's hand. The lights dim and rise again to show South Water Street in August, 1835, with the war dance preparatory to the departure of the Potawatomi for the west, which was described by John Dean Caton, an eye witness, as follows:

"The braves assembled in their bark council-house after hours in their tepees spent in making their savage toilet. All were naked except for a strip of cloth about the loins, but their bodies were covered with elaborate designs in brilliant paints, while foreheads, cheeks, and noses were lined with curved stripes of vermillion edged with black points, that gave a diabolical expression to their faces. The long, coarse, black hair was gathered into scalp-locks and decorated with colored hawk and eagle feathers extending down the back to the ground. The braves were armed with war clubs and tomahawks, and were led by musicians who kept up a hideous, rhythmic din by beating upon hollow vessels with sticks.

"They advanced, not by marching, but by a continuous dance. Proceeding along the north bank of the river, they crossed the eighty-foot slough at Market bridge and the north branch on swaying foot

*bridges, thence along the west bank to Lake Street, where a log branch spanned the south branch. They were now just below the windows of the Sauganash House, which stood on the southeast corner of Lake and Market. * * **

*"The dance, which never stopped, consisted of jerks, leaps, and unnatural distortions, all performed with lightning-like swiftness and wildcat grace and ferocity. There were eight hundred braves in that raging rover of dusky painted fiends which poured over the bridge and flowed down Lake Street to the Fort. They were frothing at the mouth; many had been wounded by flying tomahawks and war clubs, and blood mingled with dust, paint, and sweat, but the victims were unconscious of their hurts. Ladies at the windows fainted as the savages closed around the hotel to perform extra exploits. * * *"*

(END OF THE SCENE.)

INTERLUDE

The choristers sing The Chicago Festival Song, as follows:

Mother, dear Mother and Queen, marvelous, brave and alert,
Rich in the mother's best wealth—diligent children and wise,
Robed as great monarchs are robed, in thine azure and sable engirt,
Wonders of waters around, swirling of toil-laden skies,
Beautiful art thou with labor that children of men may be blest,
Lovely as mothers are lovely in youth with a child at the breast,
Comely with duties fulfilled, more glorious duties beyond,
Mystic and wistful with visions, noble ideals and fond!
Princely thy rule and secure over a broadening realm,
Workshop and coffer and mart, palace and playground and street;
Prairies about thee like seas, that the suns of the summer o'erwhelm
League upon league with tall grain waving and golden and sweet.
Mighty art thou in thy children here welcomed from every land,
Led by the pioneer seekers, true souls who gave hardship their hand,
Myriads strong in their faith and eager to found them a State
Rid of all drones and low dullards, liberty-loving, elate!
Musing art thou by thy Lake, fairest of all in the world,
Amethyst, beryl, and gleam bordered with billowy foam,
Led by thy wisdom afar where the Father of Waters is whirled
Down to the sapphirine Gulf—such is thy throne and our home.
Wonder we thou that thou lovest the joys of the sky and the earth,
Miracled color and music and Art in its making and mirth;
Sending thy children abroad with Loveliness taken for bride;
Avid of books and their bounty, Learning and Science in pride?
O thou great City of Dreams, fight to be just and be free;
Rising, whatever thy hurt, royal in purpose and mien;
Guarding America's shrine to give battle to wrongs that yet be
Here in thy service we strive, Mother, dear Mother and Queen!
Here in thy festival gladness and grateful for zeal that hath won
Forth from the mire of the marshes out into the glow of the sun,
Forth from the wrath of the fire up unto thanksgiving and praise,
Glory to God in the Highest, humbly our voices we raise.

SCENE IV

THROUGH SWORD AND FLAME

The lights rise upon Che-ca-gou as before, who recites Prologue IV:

What Joliet had dreamed long years before,
The watercourse to link the North and South,
Brought hundreds here to labor; newly made,
Your harbor sheltered steamships, marvels then,
And with them sped a thousand glittering sail.
Your churches multiplied and schools arose,
Building foundations deep and firm, of Faith
And Learning. Little, timid railroads here
Grew to be pulsing arteries of life
Throughout the Nation's frame. Foul Slavery
Was baffled of its victims; hundreds went
To freedom hence. Your manhood marched in triumph
On Mexico; then trumpet blasts bespoke
Your guns to keep the Union safe and whole.
Again was victory yours, while myriad
By myriad your city grew and throve.
Catastrophe befell, and mile on mile
Chicago perished; all the patient toil
Of years was wrapped in scarlet flames, and lost.
The Nations came, in mercy, ministering
To vast distress, and hope and faith were yours.
Chicago set her gaze upon the stars
And swift and sure arose from burning ashes,
Her future in her single phrase, "I WILL!"

The light dims.

SCENE IV

EPISODE 1

Persons of the episode:
FIRST CHICAGOAN.
SECOND CHICAGOAN.
THIRD CHICAGOAN.
General RICHARD KELLOGG SWIFT, commanding First Brigade, Illinois Militia.
Captain JAMES SMITH, commanding the Chicago Light Artillery.
Captain JAMES R. HAYDON, commanding Company A, Chicago Zouaves.
Officers and men of the two commands, aides to the general, etc.
Chicagoans in general, men and women and children.

The lights go up on the Court House and Square, the Sherman House and old Tribune building opposite on the late afternoon of Sunday, April 21, 1861. The city is filled with patriotic enthusiasm, following the call of Governor Yates for Chicago troops to occupy Cairo received two days before, and citizens with their wives and children are assembled in and about the Square to see the first response Chicago makes at the call to arms.

FIRST CHICAGOAN. Here it is Sunday, Governor Yates sent the call Friday, and our soldiers will be in Cairo tomorrow—that's pretty good time.

SECOND CHICAGOAN. We got the call on April nineteenth—that's the anniversary of the first shot fired in the Revolutionary War—at Lexington, just eighty-six years ago.

THIRD CHICAGOAN. And we'll fire the first shot in the West here—that is, men from Chicago will.

FIRST CHICAGOAN. It's a pity our Light Artillery haven't any fixed ammunition to take down there with them.

THIRD CHICAGOAN. Oh, didn't you hear? Philetus Gates has had his foundry running all day casting cannon balls, and they've got four hundred rounds.

SECOND CHICAGOAN. That'll make the first shot in the West a real Chicago shot, won't it?

FIRST CHICAGOAN. And the Chicago Zouaves are going down with General Swift, too.

SECOND CHICAGOAN. It's a pity Ellsworth couldn't be here to take command.

THIRD CHICAGOAN. Isn't it? But he's drumming up recruits somewhere fast enough.

Drums are heard in the distance, growing louder as the soldiers approach.

[*Enter General Swift with his aides, the band playing, followed by the Chicago Light Artillery, Captain James Smith, with four brass six-pounder cannon and appurtenances, and Company A, Chicago Zouaves, Captain James R. Haydon. The flag with thirty-four stars which the Zouaves carry is loudly applauded as it passes, the chorus being sung until the command marches from the stage and the music dies in the distance. The lights dim.*

(END OF EPISODE.)

SCENE IV

EPISODE 2

Persons of the episodes:
FIRST CHICAGOAN.
SECOND CHICAGOAN.
THIRD CHICAGOAN.
FOURTH CHICAGOAN.
FIFTH CHICAGOAN.
SIXTH CHICAGOAN.
THE EDITOR.
THE SPEAKER.
A male quartette.
Chicago men and women and children, with many soldiers in uniform.

The lights rise upon the scene as before, just before ten o'clock on the morning of Monday, February 17, 1862. The streets are crowded with eager and excited men, women, and children, with many soldiers scattered through the crowds, seeking confirmation of the rumor the day before that Fort Donelson on the Cumberland River in Tennessee had been captured by General U. S. Grant of Galena, formerly Colonel of the Twenty-first Illinois Infantry.

FIRST CHICAGOAN. Heavens! but I hope this news from Fort Donelson is true—it's been discouraging lately.

SECOND CHICAGOAN. Of course it's true—it's got to be true.

[*The Editor appears at the second story window of the Tribune.*

THIRD CHICAGOAN. Hush! Keep still! The Tribune is going to read the news.

OMNES. Hush! Hush!

EDITOR. Fort Donelson is ours!

[*A scene of wild excitement and exhilaration follows. Men, throwing their hats in the air, hug one another and caper about fantastically.*

FIRST CHICAGOAN. Give three cheers and a tiger for Fort Donelson! Hip, hip, hip

OMNES. Hurrah! Hurrah! Hurrah! Tiger-r-r!

[*Vorious other cheers are started at different points and carried through. Women are weeping for joy, and children utter shrill cries of delight. The crowd hushes itself again as the Editor reappears.*

EDITOR (*reading*). A dispatch direct from General Grant says that the Fort surrendered unconditionally last night.

SECOND CHICAGOAN. Three cheers for General Grant—U. S. Grant—Unconditional Surrender Grant. Hip, hip, hip—

OMNES. Hurrah! Hurrah! Hurrah! Tiger-r-r!

[*A procession forms of men with linked arms marching two by two and chanting.*

MEN. Grant! Grant! U. S. Grant! Unconditional Surrender Grant!

[*The crowd hushes itself once more as the Editor appears again.*

EDITOR (*reading*). News from Donelson direct, six o'clock this morning. "Johnston, Pillow, and Buckner are all taken prisoners. When Floyd fled the rebels in the Fort denounced him as a black-hearted traitor and coward."

THIRD CHICAGOAN. Three groans for Floyd. Now—

OMNES. Uh-h! Uh-h! Uh-h!

EDITOR (*reading*). Our cavalry is in hot pursuit of the great thief Floyd and hopes to capture him and the rest of the flying rebels.
THIRD CHICAGOAN. Three more groans for Floyd. Now—
OMNES. Uh-h! Uh-h! Uh-h!
SECOND CHICAGOAN. And three cheers and a tiger for the cavalry! Hip, hip, hip—
OMNES. Hurrah! Hurrah! Hurrah! Tiger-r-r!
FOURTH CHICAGOAN. The Board of Trade has resolved itself into a war meeting—hurrah!
FIFTH CHICAGOAN. I've shut up shop for the day—hurrah!
SIXTH CHICAGOAN. So's everybody else—hurrah!
[*The Speaker climbs up on a box and waves his arms for silence.*
FOURTH CHICAGOAN. Somebody's going to make a speech!
OMNES. Hush! Hush!
SPEAKER. This great victory gives us Tennessee and within a week the old Star Spangled Banner will float over Memphis. Nashville, and Knoxville (*cheers*). The backbone of the rebellion is broken, the Union is saved, and the Illinois troops are entitled to the chief share of the glory.
FIRST CHICAGOAN. Three cheers for the Illinois troops. Hip, hip, hip—
OMNES. Hurrah! Hurrah! Hurrah! Tiger-r-r!
[*A quartette of male singers appears above the heads of the crowd, and their leader lifts his hands for silence until it is secured.*
SINGER. We're going to sing a song or two by George F. Root, of Chicago.
[*They sing "Tramp, Tramp, Tramp" to loud applause and cries of "More!" and follow it with "The Battle Cry of Freedom" to more applause. The crowd joins in the choruses.*

In the prison cell I sit, thinking, Mother dear, of you,
And our bright and happy home so far away;
And the tears they fill my eyes spite of all that I can do,
Though I try to cheer my comrades and be gay.
Tramp! tramp! tramp! the boys are marching,
Cheer up, comrades, they will come,
And beneath the starry flag
We shall breathe the air again
Of the free land in our own beloved home.
So, within the prison cell, we are waiting for the day
That shall come to open wide the iron door;
And the hollow eye grows bright and the poor heart almost gay
As we think of seeing home and friends once more.
Tramp! tramp! tramp! the boys are marching,
Cheer up, comrades, they will come,
And beneath the starry flag
We shall breathe the air again
Of the free land in our own beloved home.
Yes, we'll rally round the flag, boys, we'll rally once again,
Shouting the battle cry of Freedom,
We will rally from the hillside, we'll gather from the plain,
Shouting the battle cry of Freedom.
The Union forever, hurrah, boys, hurrah!
Down with the traitor, up with the star;
While we rally round the flag, boys, rally once again,
Shouting the battle cry of Freedom.
We are springing to the call of our brothers gone before,
Shouting the battle cry of Freedom,
And we'll fill the vacant ranks with a million freemen more,
Shouting the battle cry of Freedom.
The Union forever, hurrah, boys, hurrah!
Down with the traitor, up with the star;
While we rally round the flag, boys, rally once again,
Shouting the battle cry of Freedom.

[*The Editor reappears at the window.*
EDITOR (*reading*). The enemy were known to have thirty thousand men, fifteen thousand of whom are our prisoners—five thousand escaped, and the rest are said to be killed and wounded. Our loss is not stated, but is terribly severe.
[*The news is received in profound silence. The Speaker begins again.*
SPEAKER. There were thirty Illinois regiments out of a total of forty-two present in the contest. Every school district in the State had its represenative there. Thousands of our Chicago boys were in the fight. Taylor's splendid battery is almost entirely made up of Chicago volunteers; Willard's battery is from this city; both consist of our best young men. McArthur's Twelfth Infantry consists largely of our citizens. Two or three companies of Colonel Dickey's Fourth Cavalry belong here. Colonel Dave Stuart's Fifty-fifth and Colonel

Herbert E. Hyde,
Director of Music, Festival Play

Baldwin's Fifty-seventh fine regiments were recruited in this city and contain hundreds of our boys in the ranks (*cheers*). But this is the greatest military achievement that the American continent has yet witnessed. The age is lightened of half its care by this victory, and while Sympathy will drop a tear for the bereaved, Humanity will bless God for a great work accomplished in Liberty avenged and triumphant, while Treason totters to its crumbling base.
[*While the Speaker is being cheered, the Editor appears again, and the crowd hushes.*
EDITOR (*reading*). President Lincoln thanks General Grant and the Illinois soldiers.
FIRST CHICAGOAN. Now three rousers and a tiger for Abraham Lincoln of Illinois. Hip, hip, hip—
OMNES (*breaking their throats*), Hurrah! Hurrah! Hurrah! Tiger-r-r!

(END OF THE EPISODE.)

SCENE IV

EPISODE 3

Persons of the episode:
FIRST CHICAGOAN.
SECOND CHICAGOAN.
THIRD CHICAGOAN.
FOURTH CHICAGOAN.

A great concourse of men, women, and children, at first spectators of the rising tide of fire, later refugees from it, with wagons and drays and goods of all sorts.

The scene is as before, when the lights go up, except that the wings of the Court House, completed in 1870, have been added to it. It is nearly half past nine of the evening of Sunday, October 9, 1871, and many people are walking along the streets some returning from church services. It is throughout a scene, at first of easy-going belief that nothing particular will happen, quickly and intensely deepening to fear and pale fright, and ending in despair.

FIRST CHICAGOAN (*walking with his friend*). That was a dreadful fire last night—four solid blocks destroyed just across the river.
SECOND CHICAGOAN. They didn't get it all out until three o'clock this afternoon, I understand.
FIRST CHICAGOAN. It must have exhausted the Fire Department. They made a perfectly magnificent fight.
SECOND CHICAGOAN. Three-quarters of a million dollars gone up in flame and smoke.
[*The alarm that signalized the beginning of the Great Fire, 342, is sounded from the Court House bell. There is a general stopping to count and listen on the part of the people in the street.*
FIRST CHICAGOAN. Three-four-two—that must be over on the west side.
SECOND CHICAGOAN.What a pity—with the whole city as dry as tinder, the wind howling over from the prairies like mad, and not a drop of rain—let's see: it's fourteen weeks now.
FIRST CHICAGOAN. We've had thirty fires in town this last week.
SECOND CHICAGOAN. I only hope it hasn't tired the firemen out. Well, I leave you here. Good night.
THIRD CHICAGOAN. Sorry to hear that fire alarm just now.
FOURTH CHICAGOAN. Yes; we've been building this town too fast. The paper said the other day it was all "sham and shingles."
THIRD CHICAGOAN. We ought to have part of the town—the business part, at least—inside of fire limits and not a wooden building standing.
FOURTH CHICAGOAN. All these shanties ought to come down here on the south side, anyway.
THIRD CHICAGOAN. I agree with you. They'd be like a train of gunpowder if a fire got just a little too much headway.
FOURTH CHICAGOAN. It was the mercy of God that the fire last night didn't get across the river.
THIRD CHICAGOAN. Bad business—great forest fires in Wisconsin, too, I see. Everything as dry as punk.
FOURTH CHICAGOAN. And this howling wind! (*With apprehension.*) Look over there!

[*The light increases in the distant sky, growing brighter and brighter with every minute. The people in the street at first walk toward it, then go fast and faster, moving up the stage. Sounds of dull explosions are heard afar. The people are running up now, and are beginning to be met with those coming down. A dull roaring sound of approaching flame is heard and the people begin to pour back. Drays heavily laden pass down and off to the right and left. The light strengthens, and there are indications of actual flame in the skies. Refugees begin to appear, bearing their household goods—men with chairs, tables, mattresses, bundles; women with all sorts of things, some of them dragging trunks along. An undertaker with a coffin on his head is seen marshaling several men also carrying coffins. The roar of the flames grows louder and smoke*

and steam drift over the lower stage. A few men run up the stage and disappear, but the whole movement is finally down and away from the mounting flame. A woman despairingly seeks her children, looking into faces and calling aloud. Others run on shrieking "Fire!" and "Help!" A woman kneels and prays, holding a crucifix before her. (The bell on the Court House begins to toll; the roar grows louder; the smoke and flame increase. Loaded wagons stop, their drivers throw off their loads and whip up their horses to get away. Men and women run out of the steam, their numbers growing few and fewer, their gait faster. Flames appear all about the building of the scene. The cupola on the Court House crumbles and falls, the great bell giving forth a last mighty clangor. All the buildings of the scene fall in upon a stage void of humankind. Darkness follows.

END OF THE SCENE.

INTERLUDE

The choisters sing, while the orchestra plays the Festival March of the Arts.

SCENE V

THE REBIRTH OF BEAUTY

The lights rise upon Che-ca-gou as before, who recites prologue V:

Your phoenix-fires were not yet cooled, when strength,
Your single-minded, single-hearted strength
Of purpose built your city brave and tall;
New thousands upon teeming thousands coming
To its miraculous rebirth. Withal
Came Beauty, where a patient love for her
Had dwelt from the beginning; and at last
Her battlements stand forth immaculate
Beside these glittering waters; and the Arts
Of painting, building, sculpture, poesy,
And dancing music find new welcome here.
How happily, how deeply set and firm
Ye build who worship Loveliness and Truth
Making your waking visions true! Behold!
The lights dim.

SCENE V—THE REBIRTH OF BEAUTY

Persons of the scene:
The Republic.
The Genius of Architecture.
The Genius of Painting.
The Genius of Sculpture.
Aglaia,
Euphrosyne,
Thalia,
The Three Graces.
Calliope,
Euterpe,
Erato,
Melpomene,
Thalia,
Polymnia,
Terpsichore,
Clio,
Urania,
The Nine Muses.
Attendants upon the Republic.
Attendants upon the three Genii.

The Court of Honor at the World's Columbian Exposition of 1893 in the full blaze of sunlight. Enter, right, to the music of the Festival March of the Arts, the Graces and Muses, dancing. The Choristers sing the Paean of Art:

Faiths arise and gods command humanity only to die:
Art alone remains and endures;
Hers the bright enlivening lures
Born between earth and sky.

Empires go in pride and splendor, passing like clouds in the light:
Art alone endures and remains;
Hers our clear and luminous gains,
Stars in the human night.

Truth enshrined in Love and Beauty, rapturous, delicate Truth,
Bright in blossoms, sea and sun—in Art immortal as Youth.

Ages through 'mid blast and turmoil here may the spirit find balm:
Art eternal, smiling alone
From her carven ivory throne,
Noontide and twilit calm.

Fond as music, proudly, slowly, centuries march and are gone;
Music unremembered save where Art hath ardently shone.

Art is everlasting, always hers the nobler part,
Hew delight for every heart:
Art the Maker, Art the Giver, generous, glorious art!

Enter during the singing the Genius of Architecture with his attendants, the Genius of Painting with his, and the Genius of Sculpture with his, acting as escort for the Republic with her attendants. They march joyously about the Court of Honor, all gathering at last about the Republic, whom they place, veiled, upon her pedestal. All kneel as she is unveiled as the Statute of the Republic, the lights glowing into sunset during the ceremony, and at its close dimming into darkness.

(END OF THE SCENE)

INTERLUDE

The orchestra plays the Victory and Glory March, the Choristers singing the chorus.

SCENE VI—VICTORY OF PEACE

The lights rise upon Chi-ca-gou, as before, who recites Prologue VI.

Your hundreds, thousands; thousands, myriads;
Your myriads, millions; while your city's life
Within the limits of one human life
Is still contained—what can ye not achieve
Under the smile of your Great Spirit here!
The while ye prospered and grew great and rich,
Still seeking Beauty in her countless forms,
A storm broke to the East, as nations went
Deep down into the fiery pit of doom;
And when its hell was hottest, and despair
Closest to pitying hearts, America
Arose; her warriors went to battle fate—
Some come not back; for them let tears be Shed!—
And quick returned with palms of victory.
Now peace at last is yours—may it endure!—
While all the peoples who here make their home
Invoke the blessings of the Manîtou
On Country, State and your Chicago's dreams.
The lights dim.

EPISODE 1

Dramatis Personae:
A Company of Soldiers.
A Company of Sailors.
Three groups of dancers, clad, respectively, in red, in white and in blue.

Enter from the right the Company of Soldiers, from the left the Company of Sailors, to the music of the Victory and Glory March. Every man bears an American Flag. They march and countermarch, at last forming in a single rank at the back of the stage. As the burden comes in, the Choristers sing:

Victory, glory
To the Lord of Might,
Who heard our plea
And fought our fight
Along the land and sea!
Victory! Glory!
Back from war are we
To guard the Right
Through victory
To glory.

The Soldiers go out left, the Sailors out right, with flags flying.

(END OF EPISODE)

Dramatis Personae:

EPISODE 2

Chicago.
Illinois.
America.
Attendants upon Chicago.
Attendants upon Illinois.
Attendants upon America.
Groups from each Nationality represented in the city.

Enter Chicago, her municipal flag in her hand, followed by her attendants, each with a flag. She is seated upon the lowest of the three thrones in the center of the stage, the Choristers singing the Association of Commerce Chicago song:

For every art,
For brotherhood she stands,
Love in her heart
And bounty in her hands—
Chicago.
Chicago, Chicago,
Chicago is my home;
My heart is in Chicago,
Wherever I may roam.

When enthroned, the music of Hail Illinois! is heard as the Choristers sing the words:

By the flag that's floating o'er us,
By our fathers' fame before us,
Raise your voices in the chorus,
Hail Illinois!
Hail, Illinois! Hail, Illinois!
Thine the story—
God's the glory.
Hail, Illinois!

Enter Illinois, her centennial banner in her hand, followed by her attendants, each with flag. Illinois rises and goes to meet her with her attendants; enthroning her on the next highest of the three thrones and seating herself as before. The music of America the Beautiful is heard as the choristers sing:

O beautiful for spacious skies,
For amber waves of grain,
For purple mountain majesties
Above the fruited plain!
America! America!
God shed His grace on thee
And crown thy good with brotherhood
From sea to shining sea!

Enter America, her flag in her hand, followed by her attendants, each with a flag. Illinois and Chicago arise and go to meet her with their attendants, enthroning her on the highest of the three thrones.

Enter by all entrances, to the music of the March of the Nations at Peace, the several groups of the Nations represented in the City, each with its national flag. As each passes America, Illinois, and Chicago enthroned, the flag is raised in salute, and the flags of America, Illinois, and Chicago are raised in return.

After all are assembled, there is a momentary pause after the march closes, and the choristers sing The Star-Spangled Banner to the words following, all standing:

On thy shores, happy land, all the Nations of earth
As thy children stand forth to take part in thy story;
As thine own they have come here in festival mirth
To obey thy commands and to share in thy glory.
'Tis the Many in One to thy standard have run
One at heart, one in peace, under Liberty's sun;
So the Star-Spangled Banner in triumph shall wave
O'er the land of the free and the home of the brave.

At the chorus every flag is raised and fluttered, that of America being highest, that of Illinois next, that of Chicago third, with the flags of the several Nations lower. The lights go out as the music ends.

(END OF THE FESTIVAL PLAY.)

Wage Problem Is a Problem of Progress

Dr. Charles A. Eaton, at Wednesday Luncheon, Says Question Is the Biggest Before Country Today

The Wednesday luncheon of the Association in the Hotel LaSalle was a meeting of many features. Dr. Charles A. Eaton, the chief speaker of the day, discussed "The Wage Problem." Dr. Eaton, a former editor, handled the labor troubles of the United States shipping board during the war and is now manager of industrial relations for the National Lamp company. Furthermore, he is president of the National Educational association and serves in a labor advisory capacity for some of the largest companies in the country.

Another speaker was John W. Gorby of Waukegan, who headed the delegation, representing the Illinois committee, which recently visited Southern Illinois. He told what the party learned down in "Egypt" of the country's vast resources.

Chairman Winans prefaced his introduction of President Noel with the announcement that Robert Hammond of the Whiting Foundry company had turned in sixty citizenship pledge cards. Mr. Noel in a brief talk said:

Talk by Mr. Noel

"All of you have seen these yellow tickets at your plates today, three of them at each plate. We want these tickets used next Sunday afternoon. Take them and be sure and have them used at the dedication exercises to be held at our stadium on the lake front next Sunday afternoon at 2:30 o'clock. If you expect to get in come at 2:30, not later. The tickets will be good until 3 o'clock, at which time the general public will be admitted. We shall have a very interesting program, a dignified one, appropriately dedicating this stadium to be used for our festival play, which is the central feature of our whole Semi-Centennial program which starts next Sunday and continues for two weeks.

"I have been asked to say something in relation to the Chicago flag. You see one here, donated to us by one of our members, H. Channon & Co. We are under very great obligations to them for it. This flag was designed by Wallace Rice, who is the writer of the book of our festival play. It was adopted officially by the Chicago council in April, 1917, as the Chicago flag, but somehow or other the whole idea was pigeonholed or put on cold storage and has never been resurrected until now. It is singularly appropriate that the very man who wrote our festival play should be the designer of this flag."

Mr. Noel then explained the symbolism of the flag, which is given elsewhere in this issue.

The final speaker was E. M. Craig, secretary of the Building Construction Employers' association. Mr. Craig's talk on the Landis award is printed on another page.

What Dr. Eaton Said

Dr. Eaton in his talk on "The Wage Problem" said:

"I look upon the wage problem as the sum of all social problems. I am convinced that we will never get anywhere in the solution of our social difficulties until we get back in sanity and moral and brain to having one law for everybody, so that we won't have to make a new kind of law for a labor organization and a new kind of law for an employers' organization, but we will be able to apply the fundamental principles of American law and right and justice to every man and every organization impartially, and when we do we will get somewhere.

"That means that for me I approach this problem from the point of view of society as a whole. I would not accept a retainer to speak on behalf of the employers or on behalf of the employes, because I believe that they constitute component parts of one great whole which we call society, and they sink or swim with the rest of us, and until we are ready to think our problems through in terms of society as a whole, the nation as a whole, the world as a whole, we are

Homer J. Buckley,
Chairman, Semi-Centennial Publicity Committee

not going to be big enough to come to the solution that we are searching for.

"Let us take up this wage question for a moment historically—because we have got to understand it in its large setting. For thousands of years the labor of the world was done by slaves and can you realize that we are less than a hundred years away from that period? When the Romans carried their triumphant arms to the ends of the world they confiscated the accumulated wealth of conquered peoples. They brought that wealth back to Rome and the immediate result was to turn the Roman women into parasites and the Roman men into weaklings. That is the process that has been going on in America to some extent and every other tremendously rich country.

"Out of the north came the Germans. and they just went through the Roman empire as if it were a fog bank. There is something in that for us to learn when we discuss the wage problem. Coming down the centuries, slavery began to fail because it was rotten morally and economically. It was superseded in time partly by the serf system, but in the last century the conscience of the world and the economic intelligence of the world reached a point where both slavery and serfdom were laid aside and the wage system substituted.

Origin of Modern Theory

"Way back, one hundred years ago, men began to give philosophical and scientific attention to the theory of wages, and the origin of the modern theory came from a group of French thinkers known as psysiocrats. These men had to take out of slavery their fundamental concepts because there was no other relationship between employer and employe upon which they could build an argument, and they laid it down as a basis that a wage consisted of a bare subsistence for the worker. Those were the exact words used.

"For two generations a bare subsistence for the worker furnished the basis of all wage relationships. Malfus, a great thinker of that age, made the discovery that if you improve the condition of the worker above a bare subsistence, he immediately branches out into a large family and that reduces wages, so that the test of population, the check upon population, is a bare subsistence, and for generations they held up a bare subsistence as the fundamental sine qua non of a successful and permanent society.

"By and by that exploded under contact with the facts, for there is nothing, as you know, so detrimental to a theory as a miserable fact that intrudes itself here and there.

Mill and Francis Walker

"Then came James Mill of England and his son, John Stuart Mill, and their congeners, and they evolved a new scheme, namely, that the wealth of society is a fixed whole, and they divided what they called the social dividend into about four packages. One was a wage fund, one was a profit fund, one was an interest fund, one was a rent fund. That was an artificial, stiff and formal creed which was absolutely unworkable because it made no provisions whatever for the demands of an expanding and developing human nature.

"By and by there appeared an American thinker, named Francis Walker, head of the Institute of Technology in Massachusetts, and he evolved the modern theory which is the theory of productivity, namely, that wages are not paid out of capital. They must be advanced out of capital, as they have to be frequently, but they are paid out of the product of the worker himself, in conjunction with the management and the capital invested. So that the level of wages under that theory would be fixed mainly by the productivity of the worker.

Wilson and War Wages

"Then as we came down through recent years we adopted a new standard for fixing the level of wages. This received a tremendous impetus during the war. Mr. Wilson, in conjunction with his chief adviser, Mr. Gompers, evolved the old theory of the standard of living as the test for the level of wages, and it worked beautifully since we were all climbing up the golden stairs, and as we had an abundance of money which

(*Continued on page* 47)

Plans for "No Accident—No Fire Week" Drive Now Includes Whole City and All Residents

Chicago's "No Accident—No Fire Week," beginning next Saturday, Oct. 8, will be brought forcibly to the attention of every man, woman and child in the city, through the campaign under the direction of the Chicago Safety Council of the Association of Commerce.

The twenty committees comprising the four divisions of the council have met within the last two weeks and reports now being received show that one of the most intensive campaigns ever started in Chicago will reach its climax with the safety week.

A mass meeting will be held on Tuesday evening, Oct. 4, in the Auditorium of the Municipal Pier when all safety engineers, supervisors and the graduates of the various safety schools conducted by the Safety Council will gather for instructions for the drive. The safety departments of all of the leading industries and transportation companies will be there and the meeting will be open to the public.

At the Association of Commerce luncheon on Wednesday, Oct. 5, in the Hotel La Salle "No Accident—No Fire Week" will be discussed by excellent speakers. An overflow meeting is expected.

Will Reach the Children

A comprehensive outline of the plans shows that the children will be reached through the Boy Scouts' the Boys Safety Patrol, the Camp Fire Girls and the Girl Scouts. They will also be reached through the addition of a safety text book to the curriculum of all the public schools during the last week. On next Friday special motion pictures will be shown in most of the schools and prominent speakers will carry the message of safety to the children. Pledge cards to be signed by the youngsters and their parents will be distributed in the schools and placards to be placed in the windows of their homes will be given to the little ones. The Chicago Sunday School association will teach safety to the pupils in all the Sunday schools under its jurisdiction on Sunday, Oct. 9, and will make the safety cause a subject for brief mention on every Sunday throughout the year.

The homes will be reached through the distribution by uniformed firemen of fire and accident prevention warnings issued in printed form by the Chicago Fire Department. Monthly bills, receipts, and all other kinds of mail issued by the leading business and industrial concerns will carry the "No Accident—No Fire Week" slogan. The pledges and placards distributed to the school children will get into the homes. Mrs. Edward S. Bailey, president of the Illinois Federation of Women's Clubs and Mrs. Charles J. Trainor, president of the Chicago Federation of Women's Clubs, promise that 50,000 club members will assist in getting the propaganda into every home in the city. Bundles and receipts from the big stores will carry the safety slogan.

In the Industrial Field

In the large utility and industrial concerns special safety meetings of all employes will be held in advance of the drive and daily during the drive there will be emphatic reminders of the fight to keep Chicago free from fires and accident from Oct. 8 to 14. House organs will carry safety articles, the plants and offices and vehicles of the various concerns will be placarded and safety buttons will be issued to the employes of many companies. There will be fire drills and inspection of all fire and accident prevention appliances.

The foreign language newspapers throughout the city are carrying on a strong campaign to bring the "No Accident—No Fire Week" to the attention of their people. These will also be reached through the night schools and through the employers of this class of workers.

Both the police and fire department are preparing to give every possible assistance to keep Chicago free from accidents and fires for a week. The fire and policemen will wear safety buttons, there will be a general tightening up of traffic and fire inspection laws and the speeders court and the state's attorney's office will do their parts to teach safety to the reckless and heedless, who will have to pay well for their lessons.

Automobile Men Are Active

The Chicago Automobile Trade Association is carrying on the safety drive through the 300 or more groups in its organization, the Chicago Motor Club will have all of its 36,000 members enlisted in the fight and the Garage Owners Association, the Cartage Exchange, the Motor Truck Owners Association, the Chicago Surface Lines and all other interests vitally affected will do their utmost to keep the city free from street accidents for safety work.

And so it goes all along the line. In fact, every person and every concern having the welfare of Chicago and its people at heart is doing everything possible to make the drive a success. Not since the Liberty Loan campaigns has any propaganda been carried on more extensively and intensively.

The Chicago Safety Council has sent out calls to thousands of organizations to aid in the work. The response has broken all records. To help these organizations the Safety Council has had printed half a million placards, wind shield stickers, etc. These are in the following dimensions:

14x22 posters on cardboard for window display.

14x22 paper posters for pasting or tacking.

7x11 cardboard or paper placards.

6x 9 windshield stickers.

These can be obtained free upon request sent to the Safety Council in care of the Association of Commerce.

Rubber Stamps and Buttons

The rubber stamps bear this legend.

NO ACCIDENT—NO FIRE WEEK.

Oct. 8-14 Chicago Safety Council.

These stamps can be obtained through the council for fifty cents each.

The safety week buttons have been arranged for through the American Badge Company, 141 West Austin avenue. The price is $11.25 and concerns wishing to get them for their employes are requested to order direct from the company. The Safety Council has purchased 25,000 of the buttons for distribution among the juvenile organizations and the police and fire departments.

While the whole drive centers of making Chicago free from all accidents and fires for one week, there will be no let up in the work after Oct. 14 until Chicago's 1920 weekly record of 38 deaths and 953 seriously injured by accidents and a weekly fire loss of $225,000 is materially reduced.

Firm Reserves Seats So Girls Can Attend Opera

Something new under the industrial sun of pleasant relations between boss and employes has been discovered. The boss is Harry L. Swarts, president of Edward Rose and Co., wholesale tailors, 628 West Jackson boul., and the employes are the dozen girls who make up the office staff. Mr. Swarts has long been an active worker in The Association of Commerce.

Mr. and Mrs. Swarts are ardent opera fans. In the summer it is Ravina, and during the winter, the Auditorium, where Mary Garden displays her song birds. When Mr. Swarts received his opera prospectus, setting forth the civic nature of Chicago's most famous not-for-profit artistic institution, he called in the twelve girls from the stenographic department.

"How many of you girls like to go to opera," he asked.

Twelve hands shot upwards.

"How many are going this year?"

There was a decided slump in responses.

"Why not?" asked the boss.

"Because unless we buy season seats, the balcony and galleries are always sold out and we can not buy good seats for single performances," said Irene Kelly, as spokesman. "And besides not all of us have the ready cash for season seats."

Mr. Swarts was quick to solve the problem.

"If this company will advance the money for season seats now, and let you pay us each time you use a ticket, how many would like to go to the opera this winter?"

Once more twelve hands reached for the ceiling.

Whereupon Eugene Swarts, office manager, called the roll and the following responded: Misses Hilda Henagow, Ruth Carstedt, Lillian Dobbs, Eleanor Leisen, Irene Wojciak, Louisa Hayne, Alice Anderson, Virginia Hagan, Irene Kelly, Gladys Brown, May Fullen and Gladys Horney.

A messenger was dispatched to George M. Spangler, business manager of the Chicago Opera company, and the order for seats duly filled. The girls not only are assured of choice locations, but save the 10% allowed by the opera company on season reservations.

One packing firm has sent an order for $400 worth of opera tickets, and the Sinclair Social Club, of the Sinclair Refining Company opened negotiations for seats for its 300 members. The total sale for the season is now in excess of $200,000 with five weeks selling ahead.

CANADA'S WHEAT CROP

A recent report stating that this year's Canadian wheat crop would exceed that of the bumper year of 1915 has been denied. The estimate of the total wheat crop of 1921 is approximately 294,000,000 bushels, while the bumper yield of 1915 was over 350,000,000 bushels. This year's crop exceeds last year's by nearly 30,000,000 bushels, but falls short of the great yield of 1915.

General Business—A Weekly Analysis

So far as the domestic business situation is concerned the week has produced no exciting developments. The stock market has, on the whole, been listless, with indications of a firm investment demand for high grade securities. Trade reports continue to indicate improvement in the volume of autumn trade. Here and there prices are advancing. And the increasing optimism of recent weeks has been well sustained.

At the end of September the various indexes of fundamental business conditions show conclusively that September has been on the whole the best month since the period of liquidation began. Stocks both industrial and railway have risen in price along with high grade bonds. The Federal Reserve bank ratio has shown a further substantial improvement and discount rates at the Federal Reserve Bank of New York have been lowered. Iron and steel production has increased substantially since the low level of July was reached. The railway car surplus has been almost cut in two owing to the enormous movement of grain and cotton. And prices generally have remained firm, advancing in some important lines. Most important of all, perhaps, has been the maintenance of the price of cotton above 20 cents per pound, and the consequent material gain in the economic position of the south.

Prices Rise

The Federal Reserve Board's comprehensive index number for the month of August confirms the showing of other price indexes mentioned in this analysis in previous weeks. The average price advance in August was 1.4 per cent,—following a similar advance in July.

The National Industrial Conference Board's "weighted" index of the cost of living (including rent) also shows an advance during August of 1.7 percent. This index number covers 5 groups of commodities as follows: Food, shelter, clothing, fuel and light; and sundries. The rise in living costs was altogether due to the substantial advances in the price of food, shelter, fuel and light; sundries show no change, while clothing fell sightly.

According to this index number the cost of living now stands at 165 as compared with the base of 100 in July, 1914. The present level is 20 percent below the peak reached in 1920.

The Unemployment Conference

In view of the employment crisis unusual interest attaches to the unemployment conference recently called by President Harding at the instigation of Secretary Hoover of the department of commerce and Secretary Davis of the department of labor. The purpose of the conference is to devise ways and means, on the one hand, of ameliorating the unemployment crisis through devices such as increasing the number of shifts of workers, giving preference to married men with dependent families, etc.; and on the other hand, through stimulating actual increase in the volume of employment. The chief hope in the latter connection lies in promoting the building of public works by the federal government; by the various states, by municipalities, and by other local government bodies. There are many difficulties involved in this method of alleviation; among which may be mentioned the high cost of construction materials, high transportation rates, and the difficulties of selling government securities bearing low rates of interest under present financial conditions. However, the attempt is most praiseworthy and is deserving of wholehearted support. Great as are the difficulties it offers the best single hope of providing the necessary relief. The alternatives in the situation are pretty clearly public works or public charity.

At first blush it may seem like straining a point to find a connection between conditions in India and the prosperity of business in Chicago. While attending the International Financial Conference in London, however, I was informed by one of the leading students of business in Great Britain that England was counting heavily upon an improvement of conditions in India and the Far East to open the way for a revival of British trade. Japan, China, and India were the first countries to hit the toboggan in the ill-starred winter of 1920. What more reasonable to expect that they should be the first to revive. And if conditions improve materially in the Orient, Great Britain in consequence of her trade ramifications throughout the East, would be the first to feel the impetus in an expending of foreign commerce. Now if Great Britain's exports should for this reason be increased it would follow that Great Britain's purchasing power would be enlarged, with resulting beneficent effects upon the stagnant American export trade.

All reports indicate that the progress of the Indian monsoon during the present summer has been most satisfactory. The India monsoon, it may be stated, is the moisture bearing wind which extends over most of India from June to September each year, and from which the country derives nine-tenths of its total annual rainfall. If the monsoon is favorable Indian agriculture thrives; if unfavorable it languishes. It may be added that 70 percent of the Indian population is dependent upon agriculture.

Already marked improvement has been noted in Indian conditions. Imports have steadily declined and exports have been expanding, and a favorable balance of trade has recently been achieved. The result is manifested in a rise in the value of the Indian repee from a low level of 24¼ cents on July 22nd to 28¼ cents this week. Exports of gold shipped to New York, to take advantage of the high American rates of exchange, has, however, been one factor in the Indian exchange situation.

While an improvement of trade in India will make itself felt both in European and American markets, it will not of course be a sufficient influence to overcome all the counter currents that unfortunately still exist in the international economic firmament.

Interesting light is thrown on the increase in foreign trade during August to which reference was made a few weeks ago, by figures just made public of the recent exports of wheat. The wheat export movement in July and August has broken all previous records with a total of 97 million bushels. This is 30 million bushels in excess of last year's record for the same months. September exports, it is believed, will exceed 30 million bushels. Since the total exportable surplus for the entire year is estimated at 200 million bushels, it will be seen that with approximately 130 million bushels already shipped, the movement for the nine remaining months of the year will be only about 70 million bushels.

The cotton movement has been almost equally remarkable. While last year the foreign purchasers during the summer months confined their orders to the very minimum required to meet the day to day needs of the mills, this year they have been purchasing with a view to the entire season's needs. The explanation is to be found in the fact that last summer cotton prices were breaking sharply toward lower levels and this summer cotton is on the rise.

The exports of manufacturing commodities still remain at a very low ebb. Until there is an improvement in European conditions in the coming months sufficient to enable them to buy more manufactured commodities we may expect the total of the foreign trade figures this winter to establish new low records since the war.

While domestic business conditions have been showing genuine improvement, the European outlook is anything but hopeful. The German mark has continued to

fall, reaching the astonishing figure of .80, less than 1-25 of its normal pre-war value. Moreover, the fall of the present German government, which owes its existence to the May promises to fulfill the reparations terms, grows daily more imminent. After months of study of the European financial and political situation I have no hesitation in saying that the whole reparations question which many navely assumed was finally "settled" in May, will shortly be as disturbing a factor in the rehabilitation of Europe as ever.

Conditions are, moreover, exceedingly grave in Great Britain. The unemployment crisis has in no degree been alleviated; and the exhaustion of government unemployment insurance money has precipitated a genuine labor crisis. Armed mobs demand relief from municipal authorities; while the Lloyd George government is harassed on the financial side of things as never before. The government is being compelled to procure the funds for the additional unemployment doles which have now been granted by the familiar process of currency inflation.

H. G. MOULTON.

Wednesday, Sept. 27.

SALVATION ARMY DRIVE WILL BE FOR $305,000

The Salvation Army drive for $305,000 in Chicago and Cook county, which will be put on Oct. 24-31, is for funds to be used for the army's relief work among the poor. All expenses of the campaign have been specially donated, so that every dollar subscribed will go directly to the poor.

"The Salvation Army," according to Francis S. Peabody, chairman of the local advisory board, "is one organization that really reaches the poor directly. The slogan for this campaign is 'soup, soap, and salvation.'"

Lester Armour is general chairman of the drive. The advisory committee consists of Henry A. Blair, John Burnham, Averill Tilden, Lawrence Williams, O. A. Wright. George T. Molyneux is director; Frank M. Boykin, field director, and Mrs. Mary Hight, organizer of the women's committee. The executive committee consists of E. J. Buffington, B. J. Cahn, Thomas J. Considine, J. W. Corr, A. C. Cronkrite, Joseph Feuchtwanger, John J. Garrity, W. Noble Gillette, Charles O. Goss, Guy Guernsey, John Hardin, M. H. Healy, Herman H. Hettler, Clayton Mark, Howard Mattheson, Patrick McArdle, Oscar B. McGlasson, John M. Olmstead, H. E. Otte, A. C. Scott, Sidney Smith, Arthur W. Strauss, G. Lewis Walters, Samuel Wilson.

The activities of the Salvation Army in Chicago for which it is asking help in this campaign are: One rescue home, three slum posts, one industrial home, five workingmen's hotels, one dispensary, one dental clinic, one free laundry, five employment bureaus, one ex-service men's employment bureau, one central charities bureau. The Army also maintains in Chicago nine industrial stores, one training school territorial headquarters, nineteen corps, one social headquarters, one divisional headquarters, and a young women's boarding home which, except for the original investment, is self-supporting.

The rescue home on North La Salle street was established more than twenty-three years ago, and, exclusive of the last year, it has in that time cared for more than 2,750 girls and about 1,200 babies. Each girl is taken care of at the refuge until she is able to work and has a position where she can have her baby with her. After they go away to work, the refuge still is home to them and they have frequent little home parties there.

From the three slum posts the workers in the army go out among the poor and unfortunate to do whatever is needed. They are little cases of help. The Industrial Home provides shelter, food and occupation for men unable to find any one of the three for themselves. The workingmen's hotels provide lodging and meals at a below nominal cost. The dispensary and free dental clinic fill a need evidenced by the continuous and long waiting line. The free laundry is new and very popular. The employment bureaus find work chiefly for the unskilled. The ex-service men's bureau, just opened, is paying men $1.50 a day to hunt for work and giving each one a list of places where he may find work. The Central Charities Bureau includes in its work an anti-suicide bureau and a missing friends bureau.

SUNDAY EVENING CLUB

The Chicago Sunday Evening Club will open its fifteenth season at Orchestra Hall tomororw evening at 8 o'clock. Dr. Charles A. Eaton, former editor of Leslie's Weekly and a member of the U. S. Shipping Board during the war, will be the speaker on the subject, "Can We Make a New World Out of Old Stuff?" Clifford W. Barnes, president of the club, will preside and at the 7 o'clock meeting will give the first of a series of new Bible talks on the general subject, "Tales of a Traveler." Mr. Barnes has been conducting a Sunday Evening Club in Northeast Harbor on the Maine coast during the summer months for the benefit of sailors and fishermen.

On October 9 the Sunday Evening Club will participate in the Semi-Centennial Celebration, and it is hoped that Governor Allen of Kansas will be the principal speaker.

The list of speakers for the season include Josephus Daniels, Edward M. Steiner, William H. Hays, Judge Ben B. Lindsey, Newell Dwight Hillis, Henry Van Dyke, Raymond B. Fosdick, Bishop Thomas F. Gailor, Harry Emerson Fosdick, Bishop William F. McDowell, Rabbi Stephen S. Wise, Bishop James S. Wise, Hugh Black and others. The music will be under the direction of Edgar A. Nelson, conductor for the past six years, and the choir of 100 will be assisted by the soloists, Mrs. Mabel Sharp Herdien, Mrs. Rose Lutiger Gannon, John B. Miller and Gustav Holmquist.

CUT IN LAKE RATES

Vice-President Hoskins of the Chicago Steamship Lines, Inc., announces in a letter to the traffic department that the line has made a 20 per cent reduction under the all-rail rates between Chicago on the one hand and North Chicago, Waukegan and Kenosha on the other. The rates heretofore have been on the all-rail basis. The Chicago Steamship Lines further state they have added Cleveland as a port of call at 20 per cent under the all-rail rates. At the present time, the Chicago Steamship Lines in conjunction with the Hill Steamboat Line are operating to North Chicago, Waukegan, Kenosha, Michigan City, Detroit, Cleveland and Buffalo at 20 per cent under the all-rail rates and in addition will absorb the drayage to the Municipal Pier on lots of 10,000 lbs. or more to industries having docks on the Chicago River and with steam railroad sidings. Further information can be obtained by communicating direct with the boat line, whose offices are at the Municipal Pier, telephone Superior 7914.

JOLIET PLAYS HOST TO ILLINOIS COMMITTEE

Fourteen members of the Illinois committee of the Association and a quartette from the Glee club motored to Joliet Friday morning, September 23, to spend the day at the Joliet Country club as guests of the Joliet Association of Commerce. The party was made up as follows: Benj. E. Gage (Chairman), Franc. E. Gardner, E. F. Lapham, J. E. Brown, Wm. W. Gates, H. L. Green, Col. E. M. Hadley, Max W. Zabel, Harvey T. Hill, L. A. Bowman, Frank B. White, Capt. John W. Gorby, C. H. Hammond, I. H. Christian, J. P. Wahlman, Frank A. Mitchell, J. C. Reiss.

After luncheon foursomes were arranged with Joliet and Chicago Association members contending for sectional golf honors. Those who did not play visited the State Prison. Eighteen holes of golf of varying quality were played and the results proved about even. Dinner was served at the Club and there was no pre-arranged evening program, but everyone joined in the festivities. Col. Lambert's welcoming remarks and Benjamin Gage's acknowledgment were strictly informal. Fred Chamberlain, president of the Joliet Association, served as toastmaster.

In winding up the evening C. J. Kellem and Mrs. Chamberlain presented to the Illinois committee as a remembrance token the "crookedest driver" in existence, made of an old driver-head, a "meandering" limb of a tree, a scrap of hose serving as grip, some twine and glue—the kind of a club one can slice and hook with at the same time. It is on exhibit at Association headquarters and the Illinois committee will loan it to responsible parties for important tournaments.

OUR VANISHING FORESTS

Because of the steady depletions of the Southern Appalachian lumber supply, the government has established a forest experiment station at Asheville, N. C. The United States has been depending for some years for the greater part of its hardwood timber on North Carolina, Virginia, Kentucky, Tennessee, Alabama, Georgia and South Carolina, according to the Forest Service. In 1909, the peak of hardwood production in this section was reached, the cut being approximately 4,000,000,000 feet. In spite of rising prices and increasing demands, 1918 saw a falling off of almost 60 per cent, and a steady decrease in timber supplies is looked for. On account of this depletion, the Southern Appalachians will be expected to furnish a large part of the high-grade hardwood for the whole country in future. Only about two-fifths of the original timber stand of the United States remains today, the other three-fifths having been destroyed or used up. Washington, Oregon and California are the proud possessors of fully one-half of all the timber we have left.

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Semi-Centennial Dedication Tomorrow

(*Continued from page* 11)

erans, Veterans of Foreign Wars, Lane Technical High School, Eleanor Club No. 6, Improved Order of Red Men, Sears, Roebuck and Co., Northern Trust Company, State Bank of Chicago, Corn Exchange National Bank, First National Bank, Chicago Trust Company, Federal Reserve Bank, Union Trust Company, Continental and Commercial National Bank, Commonwealth Edison Company, Postoffice Carriers, Postoffice Clerks, American Association of Engineers, Chicago Turn-Gemeinde, Illinois Bell Telephone Company, Aryan Grotto, Art Institute, Community Service and the United States army and navy are among the organizations which have contributed groups for the various scenes.

General Bell Sends Regulars

Major-General George Bell, Jr., commanding the Sixth Corps Area of the army, with headquarters at Camp Grant, is sending 100 infantrymen under command of Captain Birks. They are traveling by motor truck, and expect to pitch camp in Grant Park today to remain throughout the semi-centennial period. They bring full field equipment, camp kitchens and all, and will camp out in the park.

Herbert E. Hyde, superintendent of the Civic Music Association, who is directing the orchestra and chorus, is well pleased at the cooperation he has received from Chicago musicians. The orchestra of 100 pieces has been ready for more than a week, and rehearsals of the chorus have been held several nights during the past week. More than 600 singers have been enlisted for the chorus, coming, many of them, from such organizations as the Appollo Club, the Sherman Park chorus, Hibbard, Spencer, Bartlett and Co. chorus, Marshall Field Choral Society, Hamilton Park chorus, Association of Commerce Glee Club, Commonwealth Edison Company chorus, Swedish Choral Society, Carson, Pirie Scott and Co. chorus, Butler Bros. chorus, Armour and Co. chorus and many other singing societies.

Practically all the singers have had training in the fundamentals of chorus singing, and Mr. Hyde expects a splendid presentation of the very excellent music written by Edward C. Moore, music critic of the Chicago Tribune.

First Public Performance Tuesday

The first rehearsal of the entire cast, chorus and orchestra together was held Thursday night, and a dress rehearsal will be held tonight in preparation for the first performance on Monday evening. That performance will be for school children, and the first public performance for which seats are being sold will be next Tuesday evening.

Henry J. Pain, president of Pain's Fireworks, Inc., is coming from New York, bringing George Beal, one of the most noted pyrotechnic experts in the country, to supervise personally the fire scene in the play.

This whole scene will be handled from a central switch-board with which more than eight miles of wire will be connected. Hundreds of bales of excelsior will be burned to produce the flame effect, supplemented by lycopodium torches, and spark machines will send showers of sparks into the air as the buildings crumble before the onward sweep of the conflagration. Seven and one-half tons of red fire will be used to produce the proper glare in the sky. Sixty per cent dynamite will be used in blowing up the buildings as they were blown up during the conflagration in the futile effort to check the progress of the flames.

The fire scene is expected by Wallace Rice, author of the play, to make the deepest impression upon the audience of any of the various scenes.

While the festival play has been the feature upon which most attention has been concentrated other features of the observance of the semi-centennial have been well developed. The railroads have granted special rates for the "home-coming" of former Chicagoans, and are advertising it extensively in the principal cities reached by their routes. October 7, 8, 9 and 10 will be the selling dates for the reduced fares, which will be one and one-half the one-way fare from points which the one-way fare to Chicago is $6 or less. This includes a radius of approximately 170 miles. The return limit is five days from the date of sale.

Results are already apparent from the "Better Citizenship" campaign. Thousands of the pledge cards binding the signer to vote at all primaries and elections and to take a more active interest in civic affairs have been distributed through the churches, women's clubs, business men's organizations and large employers of labor. Many signed cards have been received at association headquarters, and the campaign will be continued during and after the semi-centennial period, until 500,000 of the pledges have been received.

The speakers bureau has already, through its "Four-Minute Men," delivered talks on the semi-centennial at 300 motion picture houses and this work is continuing each night. The bureau also has calls for more than 100 addresses before clubs and other organizations and at neighborhood programs during the celebration.

Neighborhood Organizations Busy

The committee on co-operation by neighborhood organizations has received replies from more than 100 organizations which will have a special program some day during the semi-centennial period. Some of the programs are exceedingly broad in their scope, taking in the "no fire—no accident" propaganda of the Chicago Safety Council, as well as the general idea of the semi-centennial. Some of the organizations will have programs both afternoon and evening.

The name of the Hamilton club should have appeared in the list of organizations which are taking part in plans for a city-wide commemoration of the semi-centennial of the Chicago fire, which was printed in CHICAGO COMMERCE Sept. 17. The Hamilton club is taking an active part in the plans and its name was omitted through error.

The schools, both public and parochial, are planning special exercises in connection with the celebration.

Will Have Religious Services

The churches will observe the anniversary of the fire Oct. 9, and the synagogues on Saturday, Oct. 8. The morning service will have a special sermon giving a brief historic statement of Chicago's progress, as a background for the emphasis upon these elements in Chicago's life which will be essential to realize the future Chicago which must advance toward the ideal of righteousness and benevolence that exalt a city in high moral and spiritual values which alone can make a city truly great.

The second service will be a union meeting in many sections where the churches usually unite for Thanksgiving or other occasions; but whether a union service or one in the individual churches, the plan is to make this second service one in which the privilege and duty of good citizenship will be featured. The speakers will be outstanding laymen, business and professional men, who will discuss this subject and add greatly to the interest which a new voice always brings. The Young People's Societies are to confer and cooperate with their pastors in connection with this second service, making a special effort to get all the "first voters" who will vote for the first time at the next election, and have these seated together at the service, together with those who have just passed their majority. These potential citizens are the hope of future Chicago.

Wins Chicago Song Prize

Charles G. Blanden, secretary of the Rialto Trust, which owns and operates the Postal Telegraph building, is the winner of the $100 prize for the best words for a new Chicago Song. Mr. Blanden is the "Laura Blackburn" of the Line-o'-Type column in the Chicago Tribune, and lives at 305 S. Grove avenue, Oak Park. His poem follows:

CHICAGO

Behold! she stands
Beside her inland sea,
With outstretched hands
To welcome you and me—
Chicago.

For every art,
For Brotherhood she stands,
Love in her heart
And bounty in her hands—
Chicago.

Within her soul
Is highest hope aflame;
Yea, here the goal
Of every goodly fame—
Chicago.

Though she be last
Great city, East or West,
The die is cast—
The world shall hail her best—
Chicago.

Nor War, nor Fire,
Nor any other Fate,
Can quench desire
To make her truly great—
Chicago.

Her Vision leads.
Her motto is "I Will";
Though great her deeds,
Her dream is greater still—
Chicago.

She aims to be
Far more than brick or stone;
A Victory!
A bugle forward blown!
Chicago.

CHORUS.

Chicago, Chicago,
Chicago is my home;
My heart is in Chicago,
Wherever I may roam.

Will Be Set to Music

The poems submitted in the contest were submitted to Harriet Monroe, editor of Poetry, and Walter Dill Scott, president of Northwestern University. They worked independently of each other in considering the manuscripts and Mr. Blanden's manuscript was the choice of each. The song committee, George W. Rosseter and J. L. Shilling, has submitted the poem to a number of Chicago composers who will set it to music. A prize of $100 has been offered for the best musical setting.

The decorations committee has succeeded in creating considerable interest in the Chicago Flag, which it hopes will be made the basis of all decorations during the semi-centennial. Almost unknown before the Association of Commerce took it up, the flag is now on sale in all the department stores, and by several manufacturers who are circularizing the city. Many thousands of the flags have been ordered and it promises to be well known before the semi-centennial fete is over.

Mrs. O'Leary's Cow Started Something

and then progressive Chicagoans built a bigger and better place in which to live and do business. That same progressive thought makes it possible today for buyers to purchase art work, engravings, typesetting and electrotyping in *one* plant—the greatest in the world.

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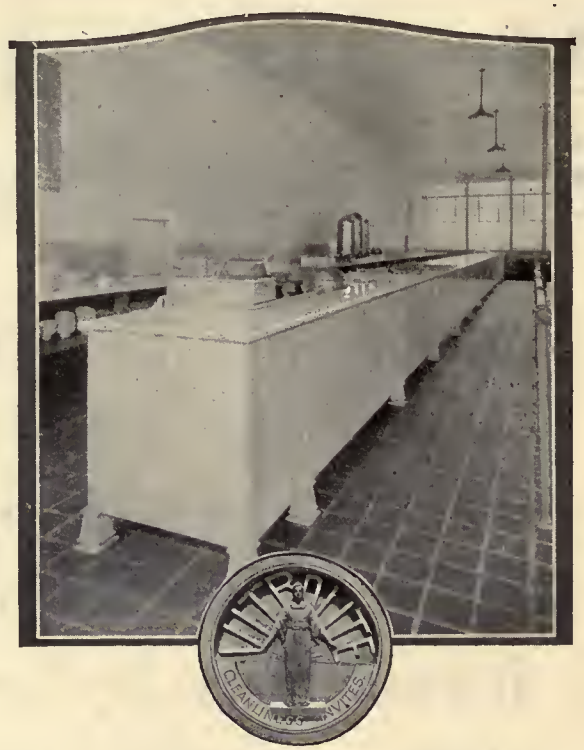

Vitrolite equips the industrial lunch room of the following plants. It is marked by manufacturers as linking the lunch room with permanent cleanliness, thus giving it the opportunity to best serve both employees and employers.

Users of Vitrolite

These users speak volumes for the merits of Vitrolite

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Hudson Motor Car Co.
Kawneer Mfg. Co.
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Wilson Bros.
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Phoenix Knitting
Wayne Knitting
Allen A Co.

Cleanliness in any part of the factory is potential production. Clean up the employee, his bench or the conditions he works under and more and better work is certain.

Cleanliness in the industrial lunch room is of particular importance, for it is here that appearance frequently determines the success or failure of the installation.

To contribute its part to the increase of afternoon production, the industrial lunch room must be clean and inviting. It must have the appeal that draws and holds attendance, and that appeal is largely through the eye. Vitrolite—pure white—table tops and counters give the industrial lunch room the appearance and actual cleanliness which capitalize this appeal. What it is worth has been proved by the afternoon work sheets in a large number of factories which have realized its potential production.

Vitrolite installations are made under the personal supervision of our own representatives, who have specialized on the industrial lunch room. Their services assure you of the most economical and satisfactory arrangement and installation of lunch room equipment. Write us and the representative nearest you will call.

Address

THE VITROLITE COMPANY, CHICAGO
Chamber of Commerce Building

If it's Pure White it's VITROLITE

Great Industries Make Chicago Great

City Owes Much to Many Industries That Have Brought It Wealth, Fame and Population

Many factors have contributed to the greatness of Chicago and its growth in fifty years from a town of 300,000 to the world's fourth city, but none of them has played a more powerful part than have the various great industries that have made the city their home and brought to it wealth and fame and population. Without them Chicago could not have risen to the heights it has attained today. Included in the list of these great business organizations—a list that could be extended almost indefinitely—must be the railways, the stockyards industry, the great steel plants in and adjoining the city, the lumber industry, the making of agricultural machinery, the great Pullman plant for the production of railway cars, the grain business, the clothing industry and others.

It is these giant industries, among others, that have contributed so much to the greatness of Chicago. How they have grown from small beginnings to first rank among world industries is told briefly in the paragraphs that follow. It must be understood that the few to which mention here is limited by the dictates of space, are not all or nearly all the great businesses of today that have played a part in the advancement of Chicago. They are but typical of the great number of which Chicago is proud and to which Chicago owes much.

How Stock Yards Have Grown

Chicago's growth to its present proportions hinged in large measure on the stubborn determination of the business pioneers of '71, who were undaunted by the great fire and whose faith in their city was strengthened rather than weakened by the ordeal they had experienced. Prominent among these were the men identified with the stock yards, slaughtering, and meat packing business of Chicago, who, only six years prior to the fire had centered all of that business in what is now the Union stock yards, the largest live stock market in the world, surrounded by the largest aggregation of modern meat packing plants.

Today, the union stock yards of Chicago covers an area of 500 acres, of which 450 acres are paved with brick. There are 300 miles of railroad trackage, 25 miles of streets and run-ways, 13,000 pens—all of this area and these facilities making possible a capacity for the daily handling of 75,000 cattle, 125,000 sheep, 300,000 hogs and 6,000 horses.

A comparison of the number of animals handled in 1871 and 1920 brings out the wonderful growth that has taken place in Chicago as a live stock market and a producer of meats, as the following table of receipts of live stock shows:

	1871	1920	Per Cent Increase
Cattle	543,050	3,107 090	472
Calves	.....	742,405	...
Sheep	315,053	4,005,237	1,171
Hogs	2,380,083	7,526,120	212

Of the amount of live stock received in Chicago during the year 1920, fully 75 per cent was slaughtered in Chicago, the remaining 25 per cent having been reshipped to other points.

Food for Many Millions

The approximate yield of meat products from the 1,913,526 cattle, 689,337 calves, 2,803,089 sheep, and 5,869,592 hogs slaughtered in Chicago during the year 1920 was 2,250,000,000 pounds, which, on a basis of 154 pounds per capital per annum consumption supplied the needs of 14,500,000 people.

Fifty years ago it was possible to transport fresh meats only during cold weather. Hence, practically all the meat was really packed, that is, it was put up in pickle and packed in barrels. Commerce in meat products was limited to cured and smoked meats. This condition did not change until several years after the big fire, when the refrigerator car service was inaugurated by Chicago packers and revolutionized the meat business of the country, so that today it is possible to obtain fresh meat at all times of the year in any part of the country accessible by transportation.

Herbert J. Friedman,
Originator of Semi-Centennial Celebration Plan

Packingtown of Chicago got its primary impetus through the war needs of '61. Its service in times of extreme need was effectively demonstrated throughout the period of the great war. It is conceded that food was an important factor in deciding the outcome of the war, and that meat products were one of the principal foods.

Known All Over the World

Chicago's packingtown is famed all over the world. As many as 200,000 visitors are shown through the various plants by uniformed guides who pilot them to points of interest and explain the processes. The packing industry has not only been one of the economic mainstays of our city and the tributary farm sections, but it has been instrumental in effectively advertising Chicago in every land.

Approximately one-fourth of the value of the manufacturing output of Chicago consists of packing-house products. The industry in Chicago employs from 50,000 to 75,000 workers, according to the season of the year, and is noted for its stability in operation. It is a going business in good times and bad times, and does not even shut down for repairs.

Railway Business in Chicago

Transportation, too, has played a big part in the development of Chicago. A map of the railway lines serving the city in 1871 bears little resemblance to the almost countless lines that center in Chicago today. Water transportation likewise has served the city well and will attain far greater importance with the development of the Great Lakes-St. Lawrence and Lakes to Gulf projects.

As a railroad center Chicago is supreme. Fully 40 per cent of the railroad mileage of the United States terminates in Chicago, this figure including thirty-nine railroads, twenty-four of which are great systems. These railroads reach all parts of the United States by the most direct routes. Chicago is the main point at which they receive and deliver freight and passengers.

The number of passengers arriving and departing daily averages 250,000. They are carried on 1,300 trains, or almost one train to the minute throughout the day.

Has Hundred Railway Yards

More than 100 railroad yards are located in and around Chicago, one of them having a daily capacity of 10,000 freight cars. There are 177 freight receiving stations. Many of the largest industrial establishments do not use the freight receiving stations, but have switch tracks where cars are loaded at the plants and sent direct to their destinations.

Switching facilities at the industrial plants present unusual advantages as the cars are usually taken to the belt lines, which intersect every railroad entering Chicago. There are 1,400 miles of belt railway lines in the city, this being one-third of the belt railway mileage of the United States. Plants on these belt lines have direct communication with all parts of the country, a fact which enables them to receive raw materials and ship their output at a minimum of expense.

Another important factor that has aided in developing Chicago's leadership as a distributing center is the excellence of its less-than-carload shipment system. Under this system small shipments from a number of merchants destined for a given point are collected into a carload. There are 2,500 of these package cars that leave Chicago daily.

Our Great Steel Industry

Proximity to deposits of iron ore, transportation advantages both by rail and water and the fact that customers throughout the west can be reached by a short haul are among the factors that have helped to develop a great steel and iron producing district in and around Chicago.

The plant of the Indiana Steel company, at Gary in the Chicago industrial district,

(*Continued on page* 44)

MEMBER FEDERAL RESERVE SYSTEM

MEMBER FEDERAL RESERVE BANK

MEMBER FEDERAL RESERVE SYSTEM

ALSO CHICAGO CLEARING HOUSE ASSOCIATION

MAKE THIS YOUR BANK

Accounts of Corporations and Individuals Solicited.
Start a Savings Account Here—$1.00 is Enough.

To better serve our many customers and friends we expect to occupy our new banking home about November fifteenth.

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This firm through its founder, the late R. S. Critchell, paid the first loss of the Great Fire! The loss draft was for $4,000.00 to Hart, Asten & Co., manufacturers of grain bags.

For over fifty years we have been calling the attention of the people of Chicago to the necessity of insurance.

You Should

Carry insurance against fire, tornado and burglary; otherwise, the savings of years may be wiped out instantly by forces beyond your control.

Carry life and accident insurance to provide for those dependent upon you.

Carry liability and workmen's compensation insurance. The laws of the State make you responsible for accidents to others, and your entire capital may be lost by some ordinary accident.

Carry insurance to cover any calamity which can be insured against.

Having made up your mind to buy the necessary insurance, how foolish to get any but the "time-tried, fire-tested" variety.

We Want You to Know That

This is the largest local insurance agency in Chicago. To have reached this position in a city the size of Chicago means something! Such things are not accidents.

We represent the biggest, strongest and oldest companies in the business. The price is uniform, why not have the best?

The Chicago Board of Underwriters fixes the rates for fire insurance as it finds conditions. It is our business to bring about improved conditions, thereby reducing the cost to the assured and the losses of our companies.

Our experts on the preparation and rating of Life, Accident, Compensation and Automobile Insurance are at the service of our customers.

We have satisfied customers because we issue policies free from technicalities. Our growth proves this.

If our customers advise with us on values, the co-insurance clause becomes practically inoperative. You settle your losses with the office that sells the policy.

Our firm is composed of active, experienced and responsible insurance men. When you deal with Critchell, Miller, Whitney & Barbour, you get double responsibility; the best insurance agency service backed by the best companies.

Our companies have assets of over $85,000,000!
And have paid losses of over $500,000,000!

Critchell, Miller, Whitney & Barbour

175 W. Jackson Blvd., Chicago

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THESE new warehouses afford us every modern facility for immediate shipments of any size and construction of wire rope. We believe our trade will appreciate this greatly increased middle-west service we are now able to offer, with this vast stock, and cordially invite you to avail yourselves of the facilities now at your command.

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122 S. MICHIGAN AVENUE
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C. M. BALLARD
Western Manager

WAREHOUSE
1323-33 CARROLL AVE.
PHONE HARRISON 8201

How Chicago Business Defied the Fire

Merchants and Bankers Get to Work Day After Great Fire. Build Temporary Shacks, Use Barns, Residences

Preparations for commemorating the fiftieth anniversary of the great fire of 1871 recall to old residents the day when Chicago business men passed through their Louvain and came out of the ordeal in a manner that determined the city's industrial future and won for them the admiration of the entire country.

Michigan boulevard, Grant park and the new link bridge are generally regarded as being representative of the Chicago spirit of today. In the days immediately after the great fire they also served as excellent examples of this same spirit, but in a far different way.

At that time the bridge was gone and the Lake Front, now Grant park, was the site of "Slabtown," a row of wooden shacks that sprang up in a few weeks and extended rapidly from Park row to Randolph street. These shacks housed many of the big business houses of Chicago long enough to enable them to "come back," and re-establish their affairs on a firm basis.

Kerfoot Shack is First

Compared with the Michigan boulevard of today, this row of shanties presented a strange sight. Some of the '49ers were still around the city and they said that the Lake Front reminded them of Main street in a boom town in one of the western "built-in-a-night" communities. The shacks were one or two stories and sometimes of great depth.

The first building to go up in the business district after the fire was the well known shanty erected at 89 Washington street by W. D. Kerfoot, who lost everything Oct. 9. On the morning of Oct. 10, it is said that Mr. Kerfoot, his clerk and his clerk's father, put up the shanty. The ruins were so hot that they could not get into the lot, so they put up the shanty in the street. By Oct. 19 the ruins had cooled sufficiently so that it was possible to move the shanty back on the building lot.

Mr. Kerfoot put up signs which read "Kerfoot's block, W. D. Kerfoot, Everything gone but wife, children and energy." His pluck cheered up his associates, who dropped in at his office so often that it became a sort of half-way house between the north and south sides. A bulletin board was erected in front and upon this Chicagoans posted notices telling where they could be found. For a time this was used as a city directory, and the office became an information bureau. Many a man had a good laugh when he looked at "Kerfoot's block," and he went home feeling better.

Start Lake Front Building

Within twenty days after the fire business was resumed, the rebound from the depression following immediately after the disaster being remarkable. Provision had been made that the Lake Front could be used for nothing but park purposes, but the Board of Public Works decided to let it be used temporarily for business. Leases were granted to business men at the rate of $500. for twenty-five feet of frontage, for one year, with the provision that at the end of twelve months the buildings must be removed. Then an army of carpenters was set to work and their hammers beat a steady tattoo for weeks. So many temporary shacks were put up that the fear was expressed that Chicago was inviting another great fire.

It is estimated that there were 5,000 merchants who had lost everything but their good name. At the same time there were at least 200,000 people in the city who needed goods at once, and probably ten times that number outside the city who depended upon Chicago for their supplies.

The question, "How are we to get goods to stock up with?" was quickly answered. Immediately after the fire leading merchants of Chicago received hundreds of telegrams from houses in other cities. These messages were summarized by a business man of that period as follows: "We presume you have been burned out. We have faith in you. Order what you need."

Maurice Blink,

Author of Semi-Centennial Slogan, "Undaunted We Build"

Some Salvage From Fire

Observers who were on the ground at the time report that goods were saved from the fire in surprising amounts. These had been stored away in tunnels, buried in alleys, piled up on the lake shore, strewn in front yards, dumped on schooners and even run out of the city in box cars. There were some business men who never recovered from the shock and were unable to resume, their establishments passing out of existence, but their number was not large.

The determination to resume business at once, no matter where, resulted in some curious developments. Field, Leiter & Co. now Marshall Field & Co., set up business in the horse car barns of the South side street railway, at State and Twentieth streets. The floors were fixed up and the walls were painted or whitewashed. Harnesses were taken from the racks and were replaced by women's dresses. Show cases were put in and a thriving business was soon started, the elite of the town circulating around where the hostlers were supposed to hold forth.

Even churches were commandeered, some for relief purposes and some for business. One church was taken over by an express company, the desks of the officials being behind an arch over which were the words: "Come unto Me all ye who are weary and heavy laden." One church was used as a watch factory. In another a dentist was at work in what was formerly the choir room. with all sorts of offices scattered throughout the structure.

How Trade Invaded Residences

Many of the details of the business situation were recorded in January, 1872, by William A. Crofutt, managing editor of the Post at the time of the fire, who reported how trade invaded the aristocratic thoroughfares during the reconstruction period.

The "first families" were routed out of many homes along Michigan avenue, Wabash avenue, west Washington street and other districts that were then noted for their exclusiveness. Several merchants and bankers sent their families to the upper floors of their homes, while the lower floors were used for business. Displays of stockings and other goods were made in windows on the lower floors.

In one case a blacksmith shop was quickly converted into a ladies' store. Frequently there would be several kinds of business under one roof. In one fine home there was a shoe store in the basement, a button factory on the main floor and upstairs were the offices of lawyers, doctors and insurance men.

Within a short time Chicago became the Mecca of sign painters and every man who could find a brush and a paint pot was kept busy. The supply of boards for signs was soon exhausted and signs were then painted on cloth. Some of the big banks had to be content for a time with these cloth signs.

Real Buildings Soon Started

One-year permits for wooden buildings were isued in the burned area, which was bounded by the lake, the river and Harrison street. But it was not long before real building was under way, full tilt. In December bonfires were used to keep the mortar warm enough so that it could be used by bricklayers. On Dec. 1, 212 permanent buildings were in process of construction, and by May 1 this number had been increased to 1,000.

Old LaSalle street had been the pride of Chicagoans, as it had a number of buildings that were considered magnificent structures. "Chicago will never see their like again," was one of the sayings heard at that time. Much enterprise was shown. Work was rushed on "Palmer's Grand Hotel," calcium lights being used at night.

In rebuilding the city merchants showed a tendency to establish themselves in groups, instead of being scattered about promiscuously as they had been. The present wholesale district is evidently an outgrowth of what was done soon after the fire, as several of the biggest establishments chose this locality and others followed.

(*Continued on page* 46)

Pressroom Excelsior Printing Company

The Pressroom is the heart of the plant. Both the quality of work produced and the ability to deliver on schedule time are largely dependent on press facilities. No plant in the country has more thoroughly equipped pressrooms than those of the EXCELSIOR PRINTING COMPANY, part of one shown above. Running day and night at full capacity, few plants handle large editions with equal facility.

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The temperature is kept practically uniform the year round to insure best results from paper. The neat and orderly condition of the press-room is not staged. It is kept this way in order to influence our operators to be neat and accurate with the work. The battery of presses, which are the largest made, enable us to produce catalogs, magazines, houseorgans and pamphlets at a low cost. Send us your specifications.

TING COMPANY

Chicago, Illinois

Book on Chicago, Its Past, Present and Future, Is Feature of the Semi-Centennial

From her New England play place the other day came to President Noel of the Association of Commerce a letter from one of Chicago's prominent society women, Mrs. John Alden Carpenter. It was a letter in response to a circular communication of the president asking from a certain number of selected citizens what in their judgment Chicago should undertake in the near future as a single distinctive act in celebration of the city's reconstruction by fire. Mrs. Carpenter's proposal was: "I suggest doing away with the smoke, using the following slogan:

WE PUT OUT THE FIRE BUT LEFT THE SMOKE. BETTER PUT OUT THE SMOKE.

"From every point of view," continues Mrs. Carpenter, "the smoke of Chicago is the main destructive factor in the city's progress toward being beautiful, elegant and really cosmopolitan."

It is not that this citizen's suggestion is unique that it is emphasized here, because from all sides comes the plea that Chicago abolish its smoke nuisance, but her letter is quoted for the particular reason that it figures in a happy and witty way something that a combined city can shoot at in its progresive policies. And so let there be repeated this slogan designed to promote a reform so generally obnoxious and detrimental and so earnestly desired by all classes: "We put out the fire but left the smoke. Better put out the smoke."

Time for Future Planning

Smoke, whatever its evils, is however but one of the unfavorable conditions of Chicago's life and its abatement is one of the sure advances of the near future. Smoke truly brings discomfort and loss but there are fundamental requirements in Chicago's life which demand more profound consideration, and no time is more opportune for general reflection and planning on these matters than in the beginning of the second fifty years of the century following the great fire, for now indeed dawns an era of design and far-reaching purpose in reconstruction and origination of new facilities and policies in this great city's life.

To promote constructive consideration of the general problem of progress The Chicago Association of Commerce has accordingly turned publisher in way of public service and is producing this week a book of 356 pages entitled:

CHICAGO
—
YESTERDAY
—
TODAY
—
TOMORROW
—
1673-1921-1973

What the Book Is

This book, unique of its kind in Chicago's literature, is meant to be a sort of text-book of progress, a skeletonized program of actual and potential lines of development in Chicago's next quarter or half a century. This production which the association offers as a suggestive program for future work could not be issued unaccompanied by a review of Chicago's romantic and stirring past, and so the book contains two historical papers prepared by specialists in research and presentation. These papers constitute the first two parts of the book and these two parts comprehend Chicago's history from the coming of Marquette and Jolliet to a current event as late, say, as the organization of Chicago's citizens to give adequate financial support to grand opera.

The first historical part is written by Milo Milton Quaife, editor of "Chicago and the Old Northwest" and of the "Lakeside Classics," the latter having been issued by R. R. Donnelley and Sons Company in annual volumes at Christmas time, thereby contributing to the building up of an historical series which secures adequate preservation of the record of salient features of Chicago's career.

The second part of the historical division has been prepared by Miss Mabel McIlvaine, assistant editor of the Fort Dearborn magazine, and sister of Miss Caroline McIlvaine, librarian of the Chicago Historical Society.

These two parts comprehend a recital of Chicago's interesting life, Mr. Quaife's contribution covering a wide sweep of years in broad and panoramic way, and Miss McIlvaine's story picturing the sequence of characteristic events of the community from prostration, drawing strength from disaster and foreseeing a future of wonderful growth. Great and distinctive events are touched upon, necessarily briefly, and the story progresses to its climax with Chicago's participation in the great war.

For Chicago of Tomorrow

The third part of the book, devoted to the Chicago that is and might be—that ought to be—has been planned to inform Chicago citizens about the progress of the basic activities of the city's corporate and business life; to describe new ideas of progress in the form of proposals and projects; to illuminate public vision and encourage hope in the fulfillment of certain essential undertakings for the general good. This forward looking part of the book, which is its greater part, has been written after editorial assembly of authoritative information from sources official and otherwise.

It is divided into some thirty sections, under as many topics, and these discuss without argument or controversial spirit things which every citizen knows something about, but which no citizen knows anywhere near as much about as can be found in the succinct record of these teeming pages.

The information herein contained is not specifically credited to its sources but is presented as a body of fact and opinion impersonally in such ways as seemed best to the editor. The editorial treatment is neither dogmatic nor arbitrary, and the editorial policy—the policy of The Chicago Association of Commerce—as represented in its production, is planned to be one that shall invite a hospitable reception, careful thought and collective action.

Book Has Many Illustrations

The book is interestingly illustrated by fifty or more pictures and maps which have been selected with discrimination.

The book is almost of pocket size, being about 5x7½ inches. A preliminary edition of 4,000 copies, bound in heavy paper, stitched with thread and printed on fine paper, is being issued at cost price, that is 50 cents. It is to be hoped that the public will find the book so acceptable in many ways, meeting indeed an unimagined necessity, that encouragement will be given to produce on cheaper paper and therefore at even a lower cost, perhaps several hundred thousand copies.

From the following topical synopsis of the contents of the third or program part, the public amy judge of the scope of the work and whether it deserves purchase, study and preservation:

Citizenship
Woman and the New Chicago
Government
Chicago's Need of a Program of Religion
Social Welfare
Education
The Greater Chicago's Health
Public Safety
The Public Library
Chicago Historical Society
Chicago and the Arts
The Chicago Plan
Railway Terminals
Zoning
Commerce and Industry
Chicago's Cotton Market
New Industries That Chicago Needs
Illiana Harbor
Chicago in Banking
Subways
Industrial Relations
Railway Clearing Yards
Electrification
Postal Service
Public Utilities
Chicago as Aviation Center
Growth of Community Centers
Calumet Industrial Harbor
Chicago's Terminals
Chicago's Drainage

Such is the range of study of this little manual of a greater Chicago, story of the past and sign-board of the future.

MARKET IN ARGENTINE

Argentina will soon be in the market for large quantities of all kinds of merchandise, according to Robert S. Barrett, former United States trade commissioner to South America, and whether the purchases will be made in the United States or in Europe depends largely on whether this country makes its offerings of goods on equal terms, equal prices and equal credit conditions. The great quantity of merchandise that accumulated at the docks during the war, Mr. Barrett reports, have now been greatly reduced and buying must begin soon. "American prices are higher, due to the exchange situation, with a 35 per cent premium on the dollars," said Mr. Barrett. "This is offset, however, by the fact that deliveries from Europe are slow, while the existing steamship facilities from this country give opportunity for speedy deliveries. Difference in prices can also be overcome by credits. England, Belgium and Germany are demanding one-third down when goods are ordered and the balance on delivery. It is not true that extensive credit is granted by these countries. There is no reason why credits of 90 to 180 days cannot be given by exporters and commercial houses in this country.

SCHOOL FOR CITY EMPLOYES

The College of the City of New York, in co-operation with the Board of Education, is offering courses of study for the municipal employes. These courses are held in the municipal building, in the evening from 5:15 to 7:10, or municipal employes may attend classes at the evening session of the college, or those conducted by the Board of Education in the high schools. Business subjects such as bookkeeping, stenography, business English, algebra, commercial law and accounting are offered. The elementary courses are free to city employes; a reduced fee for the advanced courses is charged.

THE Edwards & Deutsch Lithographing Company has now passed the twenty-fifth milestone on the broad highway of business. From a most humble beginning, with little more capital than ambition and a desire to produce lithography of character, in conjunction with interested personal service, we have builded bit by bit until two modern plants, thoroughly equipped in every respect, manned by a splendidly efficient, loyal organization, stand forth today, monuments of the good will of patrons who, encouraging us in our persistence of the ideals mentioned, found the satisfaction of lithography worthy of their faith. To our customers who have made these things possible we express our deep, abiding appreciation.

Edwards & Deutsch Lithographing Company

Color, Commercial and Offset Lithographers

Chicago — Milwaukee

Established 1896

A CONTRIBUTION to and from CHICAGO

The geographical location of our Great City of Chicago, the world's greatest *Distributing and Marketing Center,* enabled us to conceive the idea of founding one of the largest and most modern warehouses, for the storage of merchandise, of over 1000 Carload Capacity, resulting in the establishment of a successful enterprise now serving nationally known firms, from coast to coast.

Away from congestion, where we can handle 42 cars at one time, where freight rates in transit apply, where less than Carload Shipments can be made to any Trunk Line, without the expense of cartage, where insurance rates are as low as 14 cents, where local deliveries are made by reliable Packard trucks, where negotiable warehouse receipts are issued, recognized by any bank.

Let us become acquainted

Crooks Terminal Warehouses

5801-5867 W. 65th Street

In the Clearing Industrial District—the Live Spot

Methods of Winning and Holding Customers Are Discussed by Homer J. Buckley

Homer J. Buckley discussed "The cash value of direct mail advertising," Tuesday noon, at the meeting of the direct mail and house organ departmental of the Advertising Council in the Morrison hotel.

Mr. Buckley urged a large representation of Chicago advertisers at the coming direct by mail convention at Springfield, Mass., on Oct. 25, 26 and 27. The convention, he said, will be of immense educational value. The hope is to run a special train leaving Chicago on Sunday evening, Oct. 23, arriving in Springfield the next evening.

In the course of his talk on the "cash value of direct mail advertising," Mr. Buckley said:

"Direct by mail advertising is without a doubt the most widely abused and most grossly misunderstood of all forms and phases of advertising. I say that advisedly, and I believe you will agree with me if you will stop to analyze the facts as I will present them to you.

Tried by Amateurs

"Direct by mail advertising is the only form of advertising that enables the amateur to engage in it, and be engaged in it to his heart's content. Eighty-seven and one-half per cent of all the direct by mail advertising that is produced is absolutely wasted. Only about 12½ per cent of all the direct by mail advertising that is produced in this country is worth while direct by mail advertising. The other 87½ per cent is produced by the amateur.

"Let us analyze the facts that enter into this. In the United States there are perhaps 150,000 manufacturers, and by the wildest stretch of the imagination not more than eighteen to twenty thousand of those are national advertisers, or have a product that has potential possibility in the national advertising field. One hundred and thirty-two thousand of those manufacturers are of the small type whose sales aggregate from $100,000 to $500,000 or $600,000, or a million dollars per year.

"They have no advertising manager, they have no advertising agency connection and their advertising is handled by some executive who handles also the financial and the shipping and the traffic and a thousand and one other problems of a busy executive. Consequently he at his spare time and at spasmodic periods shoots out some advertising, he gets out a series of letters, he prints a catalog or gets out a circular, and he calls it direct by mail advertising.

Depends on Imitation

"He does not know why he does it. He just does it because somebody else is doing it, or he did it last year. He calls in the printer at the eleventh hour and he hustles the printer through with the job and away it goes. He does not know whether it pulls. If he is successful in his business he gives the credit to direct mail advertising, but if the business is dependent upon the results that accrue from that advertising it is a failure.

"One of the reasons why we have so many people who criticize direct by mail advertising is from some such experience they have had and they say, 'Oh, yes, we have tried it, and it didn't pay.'

"Let me get this thought across to you, and most emphatically, that direct by mail advertising is a highly specialized business, a highly specialized business. If you were to ask me what are the qualifications necessary for a man to enter the direct by mail advertising business, with a full understanding to be rounded out in his experience and his training, I am going to shock you in telling you what those experiences are. First and foremost among those I would say a man must have a knowledge of costs, accounting and finance. That does not sound quite natural to the average young man who is entering the advertising business, and yet it is the most important there is.

Knowledge Is Needed

"Second, a man must have a knowledge of marketing and merchandising. How many advertising men have any knowledge of the principles of mark up and turnover? Ask the average advertising manager to define the principles of mark up and turnover, and he has some faint recollection of the old type of pancakes his mother used to make for breakfast—turnovers.

"The third qualification is a knowledge of the mechanics of advertising, and the fourth is the ability to write good copy. Now I am not depreciating good copy for a minute, but, my friends, applications come to my desk month after month from young men entering the advertising business and the outstanding qualification for each one of those young men is that they can write good copy but they know very little about the fundamentals of business.

"Direct by mail advertising, my friends, is the pinch hitter. In the language of the baseball man when three men are on base and two men are out, what do you need? You need a pinch hitter. You need a man to call to the bat who can deliver the goods and put it over.

Boy Studies Letters

"I recall with a good deal of pleasure, looking back over my boyhood, my connection with Field's, and I think Mr. Higinbothan was one of the greatest credit men that ever lived, a man that never wrote a nasty collection letter to an account, but a man who would always counsel with his client. I can pick out for you some of the biggest department stores out through the great west today, with an AA rating that twenty-five years ago, when I was a boy, around that institution there, that Mr. Higinbothan counselled with. I used to read the carbon copies of his letters, the old file where he made the copies. I put them through the book and I studied that man's methods of writing letters, how he would counsel with them and some of the big merchants of the country today are big merchants because their merchandising ability was recognized and encouraged by Mr. Higinbothan, and I want to say to you right here that if there is any class of men on God's green earth who need a lesson in the value of the sales viewpoint, the viewpoint of advertising and selling, it is the credit men of most businesses.

"Let me give you a simple rule in writing collection letters. Never put an account on the defensive. If I owed you money and you drove me hard I am going back into a corner and close up like a clam, but if you will write me a letter and say to me, 'Buckley, you seem to be a little behind in your account. Evidently business is not going very well with you at this time. Do you need any help? Can we do anything to help you out of the present situation?'

Door for Alibi Open

"You are leaving the door wide open for me for an alibi. I have been looking for an alibi but I have been ashamed to tell you and you have made it possible for me to give you an alibi, and I come back and say, 'I am sorry that I can't pay that account. Give me a couple more months, and I will appreciate it.'

"There you have got a definite acknowledgment of an open account. You have not obligated yourself to give me the two months that I have asked for. Then you can come back and say, 'I would like to give you two months to pay your bill but can't you pay part of it? Probably we can string out the rest of it for two months' time.'

"The principle point about writing collection letters of the right kind is that first you get a definite acknowledgment of the customer that the account is not subject to claim in any way, and then you have opened up a point of contact. You have at least got the man on record. You have shown a fair disposition whereas if you start in with one of those nasty collection letters it arouses the ire of the customer and makes him mad and you won't get any business there any more. There is only one class of people that fully appreciate the value of a customer and that is the mail order houses.

Value of a Customer

"Now just one more word and I will close, the value of a customer. Don't forget, my friends, that your customers are your biggest assets. Don't feel too secure in a customer. You can serve him 364 days a year, you can stand on your head to please him, you can go out of your way a thousand and one times to please your customer and on the 365th day some doggoned thing transpires in your business, some little picayune thing will transpire, and that customer quits, and quits cold. Why? They haven't any consideration for what you have done for them in the 364 days previously, but they only think of that one instance, so you can't feel secure in any customer.

"I think at a meeting of the Chicago Association of Commerce not long ago there was a major in charge of the personnel of the Army who delivered an address, and he went on to say that the one uncertain things in life was the human element. There are two things in life that are absolutely certain, death and taxes. Those two things in life we are absolutely certain of.

The Uncertain Element

"The one thing in life we are absolutely uncertain of is the human element in customers and employes. We never know when we have got them. We never know how long they are going to be with us. You think you have got that employe cinched with you for life, you think you have got that customer cinched for life, because you have given him the best service possible but one morning you wake up and you find your customer has gone to somebody else. That is particularly true in the advertising business, the agency business especially.

"Now the average business man does not know his customers, and he wants to watch them and if any customer discontinues for any reason whatever and you do not hear from him he is one of the 75 per cent who quits you cold. You would be surprised for what little reasons they quit, for the most foolish reasons in the world they quit buying from your store notwithstanding all the service that you have rendered to them, and it is good-bye. Ladies and Gentlemen, I could talk to you a long time, but I think I have talked long enough, and I just want to say that with the proper appreciation of its value direct by mail advertising can be made to pay and pay big."

COPPER STOCKS

Surplus copper stocks in the United States are estimated by experts of the geological survey at between 750,000,000 and 1,250,000,000 pounds.

Telephones:
Humboldt 902
Humboldt 904

Anderson & Lind Manufacturing Co.

MANUFACTURERS OF

Millwork

2127-39 Iowa Street

Chicago, Ill.

Camel Cartons Cut Packing Cost, Sefton Fixed it So No Time's Lost

These scientifically designed cartons save untold millions of hand operations at the Camel Cigarette Factory every year.

Millions of these Camel cartons made and printed by Sefton in beautiful colors and perfect register prove the ability and dependability of Sefton service.

The next time you are thinking of folding cartons or corrugated shipping cases, there is just one thing to do—

Send for SEFTON

In this field we serve:

R. J. Reynolds Company
Liggett & Meyer Tobacco Co.
Spaulding & Merrick
Weyman-Bruton Company
Independent Snuff Company
P. Lorrillard Company, Inc.
Geo. W. Helm Company

We make folding cartons and corrugated shipping cases for:

Meat Products
Coffee, Tea, Spices, Raisins
Butter, Ice Cream, Oysters
Metal Ware
Glass Ware
Rubber Goods
Confectionery
Soaps, Drugs
Bottles
Clothing
Flowers
Millinery
Bread, Cakes, Pies, Pastry

ANCHOR PAPER GOODS BRAND

Sefton Manufacturing Corporation, 1301 W. 35th St., Chicago. Also Anderson, Ind., and Brooklyn, N. Y.

Great Industries Make Chicago Great

(*Continued from page* 31)

is the largest steel works in the world. The "South works" of the Illinois Steel company, at South Chicago, is the second largest steel plant in the United States. Almost 20 per cent of the steel output of the United States is produced in the Chicago district. There are forty-six furnaces in the Chicago district, with an annual capacity of 6,700,000 gross tons of pig iron. This district also has an annual capacity of 7,600,000 net tons of rolled steel and iron.

The plant of the Indiana Steel company is a model. Many big steel plants have been developed by degrees, but in this case it was possible to lay plans for a complete steel producing plant, perfect in every detail.

Production Cost Less Here

The fact has been well established that steel and iron can be produced cheaper in the Chicago district than at any other point in the United States. Large ore carrying steamers load in the Lake Superior region and unload their cargoes in bins beside the furnaces, eliminating a rail haul. The steamers and the docks are equipped so that the ore is handled at a minimum of expense.

The steel and iron district is along the shore at the head of Lake Michigan, beginning in Chicago and running across the state line into Indiana. It is in a district that was formerly nothing but sand dunes. This region has gone through a remarkable transformation, harbors have been built and much land has been made in order that the sites can be made to fit their purposes exactly.

Experts have made the forecast that this district will ultimately become the greatest steel and iron producing district in the country and that it is destined to be the point from which the needs of the west will be supplied.

Lumber Great Chicago Industry

Lumber is another industry in which Chicago has won leadership. During 1920, 2,418,133,475 feet of lumber were handled on the Chicago market, a record that cannot be approached in any other city in the world. Of this amount, 1,459,958,475 feet were consumed in Chicago, 958,175,000 feet being shipped to other points. The consumption of lumber in Chicago was 194,244,820 greater in 1920 than during 1919.

Lumber handled on the Chicago market is of all kinds, including expensive varieties from the tropics. It is estimated that 85 per cent of the lumber on this market is yellow pine, hardwood and stock from the Pacific coast. Years ago most of the lumber that came to Chicago was white pine from Michigan, with which a large part of the older portion of the city was built, but this source of supply has been exhausted. Whereas the great bulk of lumber formerly came to Chicago by water, practically all of it now comes by rail.

City's Furniture Business Is Vast

A large part of the lumber consumed here is used for furniture, for which Chicago is the greatest manufacturing and distributing center in the world. Chicago's supremacy in the furniture field has been proved by a survey made by The Chicago Association of Commerce. This survey showed that furniture to the value of $73,097,000 was manufactured in Chicago during 1920. The next largest manufacturing city in the United States produced furniture to the value of $40,000,000.

The survey disclosed that Chicago has 315 factories that produce furniture of practically every kind and grade. There are eight exhibition buildings where furniture is shown, sales running between $250,000,000 and $350,000,000 annually. There are 672 retail furniture stores and 47 department and general stores. Sales in these stores during 1920 are estimated at $67,773,980.

An estimate of the amount invested in the furniture industry in Chicago places the figure at $32,272,000. Upholstered furniture is the largest single item in the list, other items include household furnishings, fittings for offices, churches, schools, etc. There are 14,997 workers in Chicago's furniture plants, the total payroll during 1920 being $22,472,000. Of the employes 16.5 per cent are women. These factories are all non-union, or "open" shops.

Process production of furniture was practically initiated at Chicago. It is claimed that costs of producing furniture in large amounts are lower in Chicago than elsewhere because of the methods that are in use.

First in Farm Machinery Making

Manufacture of agricultural machinery is another "city-making" industry, and in this both lumber and metals are used in great quantities. The output of agricultural machinery in Chicago averages more than $90,000,000 in value annually, or a yearly output of more than 1,100,000 machines. These plants employ over 18,000 workers. Production of twine in Chicago for use in harvesting machinery amounts to 110,000 tons annually. Between seven and eight complete agricultural machines are turned out in Chicago for every minute of the working day.

Enormous amounts of raw materials are consumed at the plants where agricultural machinery is made. The second largest lumber yard in the world is at the McCormick plant of the International Harvester company. In this yard 60,000,000 feet of lumber are handled annually. The same company has iron mines with a capacity of 1,300,000 tons of iron ore a year. Numerous large plants in other parts of the United States, where agricultural machinery is manufactured, as well as in Europe, are controlled in Chicago.

First in Making Men's Clothing

In the manufacture of men's clothing Chicago has no equal. The largest concern in the United States in the manufacture of men's clothing, the second largest and the third, are all in Chicago. These houses, and others, turn out brands of clothing that are well advertised and are known in all parts of the country, as well as abroad. Chicagoans claim the credit for developing the clothing industry out of the "sweatshop" stage. It is now a healthful, well-paid industry, as far as the workers are concerned.

Chicago has developed remarkably as a printing center during the last few years. This has been due largely to the great growth of the mail order and other houses that use catalogues in large quantities, and also to the operations of the new postal zoning law, under which postage is paid according to the distance which a periodical is shipped. Under this law it is an advantage to the publisher to have his printing plant located at a central point, as the yearly saving on postage runs into large figures as the haul to the reader is shortened. Several well-known eastern publications have recently arranged to have their printing done in Chicago, while others are to put up publishing plants here.

Chicago's leadership as a distributing center is well demonstrated in the dry goods market. It is estimated that the three leading wholesale dry goods houses in Chicago do an annual business that runs over $200,000,000 a year. One of these houses is the heaviest payer of import duties of any concern in the United States. A number of large factories are controlled by some of the wholesale establishments.

In addition to its distribution of meat products Chicago also leads in the grain market. The Chicago Board of Trade is known as the world's clearing house for grain. About 400,000,000 bushels of grain are received annually in Chicago and are distributed among consumers all over the world.

ROTTERDAM HARBOR

The port authorities at Rotterdam have commenced an important job toward improving the accommodation for grain-laden steamers discharging in the Maashaven. This harbor is provided with three rows of mooring posts, the grain being discharged by means of floating pneumatic elevators, of which there are 35 at the port, each having a capacity of 250-300 tons per hour, into river barges. Owing to the increased size of sea-going steamers and that the cargoes are now usually split up in a considerable number of small parcels, the maneuvering with all kinds of craft, and especially with the large grain and coal elevators, gradually became exceedingly difficult.

To improve the position the port authorities have now made a start with the removal of the center line of mooring posts, and after this work has been completed the positions of the two remaining lines will be adjusted. In addition to this a swinging berth, where ships' compasses can be adjusted, will be constructed at the mouth of this harbor.

The first part of the Waalhaven, covering an area of about 250 acres and having a depth of about 32 feet, is now practically completed. The whole harbor will have a surface of about 750 acres.

In this harbor three berths have now been fitted out where oil-fuel bunkers can be loaded. At the eastern side a number of narrow piers have been constructed for the berthing of steamers with general cargo. On the west bank there are four large conveyor bridges, each with a lifting capacity of 10 tons, to be used exclusively for the handling of heavy bulk cargoes, such as coal and ore, with the use of automatic grabs. The Coal Trading Association is building two similar structures. At the north bank eight of these structures of eight tons capacity are in operation. The efficiency of the port of Rotterdam is largely due in the fact that steamers can proceed direct from sea to their berth without having to pass any bridges or locks, and although the port is situated at a distance of about eighteen miles from the entrance of the river steamers are usually berthed in about two to two and a half hours after arriving at the river entrance.

SUNFLOWERS FOR SILAGE

In many districts of Alberta, Canada, sunflowers are being grown for silage and astonishingly large crops are being produced. In one authentic instance 34 tons to the acre was the yield. Farmers are building silos and silaging sunflowers and corn. This, of course, promotes dairy interests, which are active and profitable.

WESTERN WAREHOUSING COMPANY

MERCHANDISE WAREHOUSES
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

CHICAGO'S BIG DOWNTOWN WAREHOUSE

"AT THE EDGE OF THE LOOP"

A PUBLIC SERVICE INSTITUTION

OFFERING

To you who have stocks to store 500,000 square feet of cleanly, well-lighted floor space under one roof at a downtown location.

COOPERATING

With you in storing your stocks for local consumption or making from them prompt rail shipments anywhere, carload or less-than-carload, without cartage expense. Storage-in-transit privileges. Negotiable Warehouse Receipts issued. Current Chicago rates.

CONSULTATIONS INVITED

WESTERN WAREHOUSING COMPANY

"AT THE EDGE OF THE LOOP"

CHICAGO

TELEPHONE HARRISON 6350 WILSON V. LITTLE, SUPERINTENDENT

How Chicago Business Defied the Fire

(*Continued form page.35*)

In some instances the fate of what is today a large plant seemed to hang in the balance for a time. The first plant put up in Chicago by Cyrus H. McCormick stood on the north bank of the river, east of Rush street. This plant was ruined. The day after the fire Mr. and Mrs. McCormick drove to the wrecked factory, where they saw the foreman and a number of men.

"Well, Mr. McCormick," said the foreman, "shall we start the small engine and make repairs, or shall we start the big engine and make machines?"

Mr. McCormick turned to his wife and asked, "Which shall it be?"

"Build again at once," said Mrs. McCormick. So the order was given to go ahead.

John G. Shedd's Recollections

John G. Shedd, who joined Field, Leiter & Co., in 1872, and has been with the same house ever since, furnished a number of interesting facts regarding the days immediately after the fire when business men were getting things to rights.

"Messages poured in from all parts of the world," said Mr. Shedd. "The senders expressed their confidence in the financial and commercial integrity of Chicago and business men were assured that their credit arrangements could be depended upon. New York was especially generous, and so was London.

"Although the 'I will' slogan is a saying of two decades later, the real spirit of Chicago was never demonstrated more thoroughly than during the days and weeks following the great disaster. Self was forgotten, and Chicago's welfare was first.

"I do not believe the history of the world can show an instance of a greater determination by a large body of citizens to repair physical damage and to recuperate from financial disaster.

Field, Leiter Stock Saved

"It is probable that the immediate determination of Field, Leiter & Co. to continue their business was the fact that, by tremendous effort, $583,409 worth of goods had been moved to places of safety while the fire was approaching. In addition, the firm had $274,614 worth of goods in transit. This meant a big stock of goods for those days. The horses and wagons were all saved, too. The books and cash were saved in the vaults. The building at State and Washington streets was completely destroyed. This building housed both the wholesale and retail departments before the fire. When the ruins had cooled enough so that an examination could be made it was found that the books were safe in the vaults. Some of the currency and papers had been scorched, but the great bulk of the firm's valuables were all right.

"As I recall it, the car barns out at State and Twentieth streets where the firm started up temporarily, were new. Mr. Field was then 37 years old and both he and Mr. Leiter showed great vigor and energy. The car barns were put into the best possible shape for temporary use. The floors were waxed and the walls were whitewashed. It was really a very comfortable place, but, of course, it was crude compared with what we have today.

Business in Barn Shows Increase

"We were much interested to find that instead of falling off, business in the temporary quarters showed an increase.

"One thing that helped the general situation was that the banks had saved their cash and books. These were in vaults that withstood the fire.

"I remember that there were no cars on Wabash avenue then, but there were busses, which were known as Broadway stages. These ran frequently. There was another line of busses that ran from State and Madison streets to the Burlington station across the river to the west."

Mr. Leiter's Letter to J. N. Field

Business men will find much to interest them in the following extracts from a letter written Dec. 28, 1871, by Levi Leiter to J. N. Field, resident partner of the firm in England:

Chicago, December 28th, 1871.

J. N. Field, Esq.,
Manchester, England.

My dear Sir:

Presuming that it would be a matter of interest to you to know the actual condition in which the fire left us, I enclose you herewith a statement made up from a balance sheet taken from our books immediately after the fire. You will see that we have left a very handsome capital to continue our business. This does not include the personal property of either of the partners outside of the business. Marshall, you know, has considerable. Our indebtedness may look large to you at the time of the fire, but you must remember that it occurred in the midst of our largest fall sales; the sales of September being larger than our entire indebtedness.

The prospects for our jobbing trade in the spring are very good. The store we are building for the wholesale, corner Madison and Market, will give us very good quarters, much better for jobbing purposes than before. For our retail we have no plan, except to remain in the present quarters for at least a year. If a store were erected upon our old quarters or near it, it would be of little or no value for occupancy for the coming year. The debris from the burned buildings is so great that that it would prevent access of people and the dust arising from it would destroy a stock of goods.

Palmer sold the corner on which our old store stood some days ago for $350,000. There was 160 ft. making the price about $2100 per ft. Where we will finally locate the retail department it is impossible now to tell. It is not at all probable that we shall again get the two together. It would be impossible to get insurance.

There will be many buildings erected the coming year and in the course of 4 or 5 years Chicago will again resume the look she had previous to the fire.

Yours very truly,
(Signed) Levi Leiter.

There are many who remember that stereoscopic views were popular years ago. They took the place of the movies of today and there were numerous views in almost every home. The fact that views of the burned area of Chicago were in demand for this purpose caused many pictures to be taken that, otherwise, probably would not be in existence today. Some of these are in possession of the Chicago Historical society. In the office of Marshall Field & Co. there is a view of the old building occupied by the firm that was burned. Another view shows the ruins of the building, with the following sign nailed to a post:

Cash boys and work girls will be paid what is due them Monday 9 a. m. Oct. 16th, at 60 Calumet avenue.
FIELD, LEITER & CO.

The address given was the home of Mr. Leiter.

Other views that are carefully preserved show what Slabtown looked like and picture the desolation of the business district and the North side before the temporary frame structures were put up.

Orson Smith Talks of Banks

Some of the trials of bankers during the fire period were recalled by Orson Smith, director of the Merchants Loan & Trust bank, who said:

"At the time of the fire I was cashier of the Corn Exchange National bank, which was then on the ground floor of the Chamber of Commerce building, at LaSalle and Washington streets. This building was destroyed in the night and all the stationery and everything else that was not in the vaults was burned. Our vaults stood the test very well, the cash and securities being saved. This was also true of the other banks.

"Two days after the fire, I think it was, our vault was cooled down sufficiently so that it could be opened. We opened up temporarily for business in the home of B. P. Hutchinson in Wabash avenue, near Peck court. After being there for a time we went to the Lind block, just east of the Randolph street bridge. This was one of the very few structures that was not destroyed. We kept our securities in the vaults of John J. Mitchell's bank on Randolph street.

Banks Are Widely Scattered

"The banks were scattered around in all sorts of places after the fire, but they were open and kept business going. Some of them went to the west side and some to the south, wherever they could find temporary quarters. The clearing house was opened three or four days after the fire down at Michigan avenue and 13th street, I believe. It was a hard job, but the clearings were made and the bankers got through with it all right. There were very few banks outside of what is now the loop district in those days, and they were small. There was nothing like the number of outlying banks we have today. The bankers simply had to get along the best they could. They had any kind of a sign they could secure and did their best with whatever kind of fittings they could get together. The Merchants' Loan & Trust company went to 404 Wabash avenue. As I recall it, this was the home of Solomon Smith."

To refresh his memory, Mr. Smith produced a copy of the "fire edition" of Edward's Chicago directory. This book gave the address of the First National bank at the corner of State and Washington streets. For a time the First National was in the Burlington warehouse at State and Sixteenth streets. Mr. Smith commented on the fact that there are comparatively few banks in Chicago today that are doing business under the name they used at the time of the fire. There were quite a number of banks, but the names of most of them sound strange to those who were not familiar with conditions at the time of the fire.

The banks did not all escape without serious loss. In a few cases the books were destroyed and it was necessary for the bankers to ask their customers to tell them the amounts of their balances. They overcame this handicap, however, and went on. Children of some of the bankers of '71 tell of seeing hunks of metal at their homes which their fathers told them were made of gold and silver coins that had been fused in the heat and had run together.

DR. EATON DISCUSSES "THE WAGE PROBLEM"

(*Continued from page 23*)

was borrowed to spend, we spent it with our eyes shut.

"Then came peace, which seemed to be more disastrous than war, and we had to clean up a most horrible mess. That was the condition that confronted and still confronts the world. It takes much courage, much resources, much vision, to dig away the rubbish of that terrific conflict and rebuild a shattered world, but that is our job now.

Worker Must Have Surplus

"Now, gentlemen, as prices and profits began to go down, the question of wages assumed a new importance, and it was self-evident to every thinking man that wages must go down. Then Mr. Gompers immediately appears on the scene and announces that when wages were going up to meet the cost of living that was sound economics, but when wages are going down to meet the cost of living that is not good economics.

"It seems on the surface absurd, and yet I, for one, am inclined to agree with Mr. Gompers, for this reason, that if you fix the level of wages identical always with the cost of living for the worker, you leave him without any surplus whatever, without any sea room, without any opportunity for the expression of his human qualities, and in due time you create a festering sore in his spirit which will reduce the productive powers, which will organize him into antagonistic camps, which will conduce to violence and disturbance and agitation and which eventually will put us way behind in the procession of life. So I say to you as my conviction that the wage question is the biggest question we have to confront and it is just as important for you men to take a hand in it as it is for the working man himself.

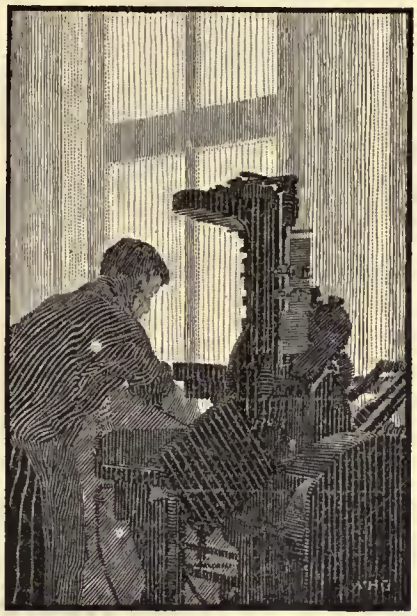
No Room for Antagonism

"One of the tragedies of our life is that hitherto we have left the working man to his own devices. He has had to organize his own fighting machine, he has had to develop his own leadership, he has had to build up his own platform and in every case his machine and his leadership and his platform have been deposited upon an antagonism to the interests of the employer. I say that that is fundamentally false, but no employer can successfully go on if his employes do not share in his prosperity and no employe can be successful if his employer does not share in his prosperity. We are all in the same boat. That is the new thing that is appearing in this country at the present time.

"Take, for instance, this building proposition. I am not an expert in that subject, but reading statements of builders, bankers and others over the country, I have figured that we are about five billions below normal in the building construction of this country. I don't know whether that is a fair figure or not, but it will do to argue on. We can't build because the building trades on the one hand and the contractors and material dealers on the other have been away up in the sky, and Chicago has led the nation in solving that problem.

Its Importance to America

"Now, gentlemen, I want to show you in a few simple words the fundamental and supreme importance of this whole proposition to America as a whole. What is progress? I conceive progress to be the participation of more and more people in more and more of the good things of life. When you widen the political fabric so that more people participate in the wealth of the community you have made economic



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progress. When you widen the franchise so as to take in the women I think you have made political progress. When you widen the opportunities for the children so that every one of them can get an education you have made intellectual progress. When you have opened the door of the church to every individual and protected the religion that will help them into their spiritual temple you have made spiritual progress. Progress is the complete participation of more and more people in more and more of the good things of life, so that if we are going to have a real progressive country and world you can't have it by making a few people very rich and leaving all the rest of the people very poor.

"You have to have communities where people own their own houses, where they have income enough to educate their children and take care of them when they are sick. I tell you that the finest social insurance in the world is a high wage well earned. There is no doubt in the world about that. It is the most economic thing in the world. Consequently our problem today in addition to bringing things down to a normal level is to see to it that we do not reduce the forty millions of people engaged in gainful occupations below where they can satisfy the higher needs of their being.

Never to Pre-War Level

"Now that is there, gentlemen, and if you shut your eyes to it you will have your eyes opened with a rude shock a little later on. You will never see wages go down as low as they were before the war without a terrific struggle, and I hope they never will go that low. I believe it is possible to have a high level of wages and a wide distribution of wealth through the productive capacity of men. That being so, how shall we achieve it?

"First, by giving us a high class laborer. If wages are paid out of production you have to have an efficient and proficient workman and that man has to be educated in his mechanical craft, he has to be a good mechanic, and then when you have got a good mechanic you have got to have a good loyal worker. You have got to learn that a man is much more than a machine. He has motives, he has ideals, he has a conscience, he has loyalty and you have to educate that man in the fundamental principles of the business in which he is engaged.

Must Teach the Worker

"You have to teach him about your end of it, about the place that capital occupies, about the place that management occupies. He does not know and he ought to be taught that today the men that are sweating blood are not even the unemployed workers, but they are the men who are responsible for the success or failure of business. They are the fellows whose necks are under the yoke.

"But these workers don't know that. Nobody has told them You are looked upon as oppressors You have to educate them in all the laws of economics, educate them in their duty, educate them in their relationships to society, for wages is simply what society is willing to pay a man for service rendered, and profit is simply what society is willing to pay you for the service you render in your building or in your factory and if we don't render the service we can't run the business that is the basis of our income

Must Educate Management

"Then the management needs education I am confident that a good deal of our labor trouble is due to the failure of management to be efficient and proficient When we have got educated workers, educated management and plenty of money, then we have

got a chance to have a wage level that will give men an opportunity to associate themselves with the economic structure of the nation

"I am not sure that the wage system will last I can see only one direction now in which a modification of the wage system is possible, and that is by making the wage earner so proficient, by giving him such leadership, by giving him such an abundance of capital back of him that he will have a surplus, and then when he has his surplus not leave him to throw it away, but that these men shall be furnished the best service that the best bankers in this nation can give them, and bring these working men into the banks, not to talk to some clerk, but to talk to the president and the cashier, the big men of the bank

Is a Problem of Progress

"Now, to sum up, the wage problem is a problem of progress, not of reaction It is the most hopeful feature we have in our life. Don't be afraid of it. Think in terms of the nation and of the nations. Think in terms of the other fellow. We have to get together. The old leadership, the old policy, the old strife has played out, and a new deal all around is the thing we have to have. We can have that if we will get together on a broad, big national and international basis, on a basis of justice, of candor, of truth telling and of mutual brotherhood in the citizens of this great land.

"Then I believe that when the working people of the nation under your leadership and with capital and surplus, I believe that if you can induce them by education to invest that surplus back into the economic structure of the nation you have hitched them just as you are hitched by interest and by intelligent co-operation to the fundamental heart of the society of which they form a part.

"So I say to you men today, with all your difficulties, with all your tasks, with all your anxieties, we are living in an age of tremendous hope and tremendous promise and these very problems are indications that the old death mask is breaking off of the face of mankind, the new day is coming. Lift up your eyes to it, believe in it, believe in yourselves, believe in the other fellow, believe in your nation, believe in the purpose of God for mankind, and make your task, whatever it is, a sacrament and a service, and you will find life more and more worth while as you go along."

COMMITTEE MEETINGS

Committee meetings have been called as follows for the week, Thursday, Sept. 22, to Thursday, Sept. 29:

Thursday: Advertising Council, Morrison hotel, Charles Henry Mackintosh, speaker, subject, "Creative Selling"; Chicago Safety Council, Executive committee; Civic Industrial clubs committee; Semi-Centennial committee; Subdivision No. 28 (Iron, steel and brass).

Friday: Executive committee; Freight Traffic committee; Illinois committee, trip to Joliet; Chicago Safety Council, Educational committee; Chicago Safety Council, Publicity committee; Government Purchasing committee.

Monday: Semi-Centennial Cast committee: Life Insurance Section Committee of Subdivision No. 27 (Insurance); Chicago Safety Council, joint meeting of Highway Safety, Police and Traffic, Motor Drivers Safety Course, Statistics committee and Committee at Large.

Tuesday: Advertising Council. Direct Mail and House Organ Departmental, Homer J. Buckley speaker; Membership committee; Presidents' Council, Civic Industrial committee; Restaurant, Lunchroom and Cafeteria men.

Wednesday: Ways and Means luncheon, LaSalle, speaker, Dr. Charles A. Eaton, subject, "The Wage Problem"; Committee on Waterways; Chicago Safety Council, Publicity committee; Committee on Waterways.

Thursday: Semi-Centennial committee.

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RIVER DEVELOPMENT COLOMBIA'S BIG NEED

The greatest need of Colombia at the present time is the development of the Magdalena river, according to Richard Balzac, of New York, who has just returned after five months spent in Colombia. In a statement in the New York Journal of Commerce Mr. Balzac says: "At present it takes all the way from seven to twelve days or more to get from Barranquilla to La Dorada, the terminal of the lower Magdalena, while with the river kept in proper shape, free from trees and sand bars, the trip could easily be made in three to four days going up and two to two and a half days coming down. Most every merchant of influence in Antioquia and Bogota realize that no real progress can come to the country till the river is made to serve its full purpose and all seem bent to have the Government promptly tackle the job."

Of the coffee outlook in Colombia, Mr. Balzac states:

"The coffee crop in the Medellin district is over and not until the next yield, which gets to outside markets by March and April, are we to expect large receipts, as the coffee has been shipped out faster than ordinarily, due to financial reasons. The unusual very heavy rains during April, May, June did much harm to the flowering of the coming crop, a good many flowers dropping to the ground before maturing, and in consequence the outturn is estimated at from 80,000 to 100,000 bags smaller than last year. It is possible, however, that the number of new plantations coming into production now may somewhat offset the estimated shortage. In the Manizales district the crop came a little later than in Medellin and this year had proven to be quite abundant."

Speaking of petroleum in Colombia, he says:

"The industry is attracting a great deal of attention. The Standard Oil recently bought out the concessions of the Tropical Oil Company and everywhere along the river between Calamar and Barranca Bermeja (Red Bank) is manifested the power behind this organization in the way of pipe lines, pumps, material to build boats, steel tanks etc. The wells now being worked on or about twenty-five miles from Bermeja on the Magdalena, a town that bids fair to become the show place on the river.

"The marshes all around have already been filled with petroleum, but as this was not sufficient protection against the deadly mosquitoes all the houses are built high up from the ground with wide verandas protected with wire netting. Hardly a boat reaches Colombia from the States that does not bring with it a few husky young men, mostly boys from the West that were 'over there,' each of whom expects to own his own oil well before long and is an advance agent of Uncle Sam to Colombia."

BRITISH RAILWAY DEFICIT

The latest statement of the British Ministry of Transport on the result of railway operation under government guarantee shows that in June the net shortage represented by the government liability was £9,880,000. For April and May together it was £18,638,400, the total for the three months thus being £28,518,400. Freight traffic alone yielded £18,881,400 in the three months, as compared with £33,321,700 for the corresponding three months in 1920.

ENGLAND MUST IMPORT MOST OF OIL IT USES

During 1920 Great Britain imported 3,368,600 tons of oil (motor spirit, kerosene, fuel oil, lubricants, etc.), valued at £67,000,000. Of these imports 61 per cent in quantity and 68 per cent in value came from the United States, 37 per cent in quantity and 30 per cent in value from other foreign countries, and 2 per cent in quantity and value from British possessions. The consumption of Great Britain per head represents approximately one-sixth of that in the United States but notwithstanding the disproportionate use of oil in the United Kingdom and the United States, the requirements are enormous, and the British Isles are almost entirely dependent on foreign countries for their supplies, which are purchased at high prices.

The annual production of oil in the United Kingdom amounts to approximately 170,000 tons. To secure 165,000 tons from the Scotch shale fields it is necessary to mine 3,000,000 tons of shale, entailing the employment of approximately 10,000 men. In Canada the annual production amounts to about 34,000 tons. The partially exploited fields in the Northwest Territories are arousing widespread interest and have already occasioned restrictive legislation by the Canadian government, but, due to the difficulties of transport and to the remoteness of these supplies, this exploitation has not to date materially altered the Canadian oil situation.

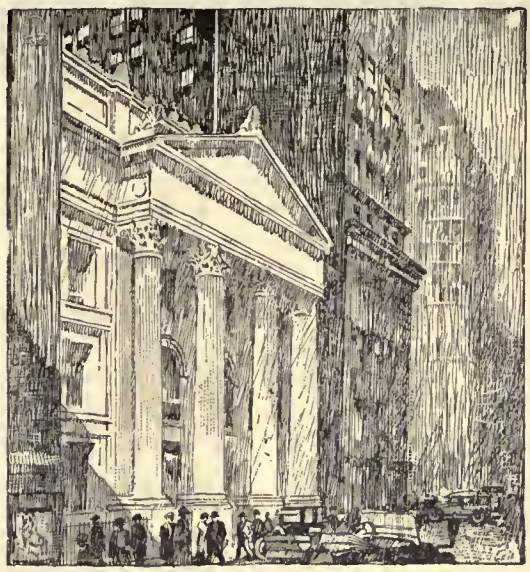
In South Africa, Australia, New Zealand and Newfoundland the production of oil is negligible. Shale is being worked on a small scale in Australia, and small quantities of oil are being produced in New Zealand. India has an annual production of 1,200,000 tons of oil, but this amount is insufficient to meet the country's needs. Large quantities of oil are imported into India from the United States, the Dutch East Indies and Persia. In Egypt the annual production amounts to 155,000 tons and in Sarawak to 150,000 tons.

STUDENTS MAKE SURVEY

One hundred and fifty students of the University of California are canvassing the industrial establishments of San Francisco, carrying out a complete manufacturing survey of the city outlined by Dr. B. M. Rastall. The university is cooperating with the San Francisco Chamber of Commerce in the undertaking. The city will conduct an industrial promotion campaign, based upon the results of the survey. Information will be made available regarding manufacturing activity, the total consumption of all raw materials, the employment of labor, payroll figures for groups and whole manufacturing interests, volume of business and definite facts regarding the difficulties which the management in each industrial group seeks to overcome. Special problems, based upon actual conditions, will be worked out.

SNAKE'S SERVICES, $2.50

A full-grown bullsnake in a Kansas alfalfa field is worth at least $2.50 a month to the farmer on whose land he lives. This is the statistical deduction of experts at the Kansas State Agricultural College here. They arrive at it in this way: There are on the average six gophers to the acre, and they damage the alfalfa crop to the extent of about $2.50 a month. A bullsnake of this kind can keep an acre free.



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Popular Errors Regarding Federal Reserve Banks Pointed Out by Gov. Harding

The reasons why most of the criticisms directed against the Federal Reserve banking system are based on misinformation regarding the real functions of the system were explained recently by W. P. G. Harding, governor of the Federal Reserve board, in an address delivered at Charlotte, N. C.

"When things go wrong," said Mr. Harding, "especially in matters pertaining to economics and finance, there are always many people who are unwilling to consider the abstract causes, but prefer to seek the concrete and the personal. They demand a personal scapegoat. Some people have made it their business to charge, and may have deluded others into believing, that the Federal Reserve banks and the Federal Reserve board, particularly, have caused a great economic crisis, which was foreseen by those responsible for the management of the Federal Reserve system, but which was most certainly not brought about by them. On the other hand they did everything within the bounds of reason and the limitations of law to relieve the crisis and to avert a financial panic, which everyone will now admit has been averted, whether the Federal Reserve system be commended or criticized for the part it played in the drama, which but for its existence would have developed into the greatest financial tragedy of modern times."

Functions of System

With reference to the legal functions of the Federal Reserve system, Mr. Harding said:

"The Federal Reserve act did not establish a central bank. On the contrary, it made possible the establishment of as many as twelve Federal Reserve banks, each almost wholly independent of the others in operation, as well as in local policies. From a legal standpoint these banks are private corporations, organized under a special act of Congress, namely, the Federal Reserve act. They are not in the strict sense of the word government banks, but are only quasi-governmental institutions, in that they are under the general supervision of the Federal Reserve board and have on their boards of directors three men, representing the government, who are appointed by the Federal Reserve board.

"In lending to their member banks Federal Reserve banks are not permitted by law to use the same discretion that is allowed national banks, state banks and trust companies, but they must observe the limitations prescribed by law as to the character and maturity of the notes offered them by member banks for discount. Except as to notes, drafts and bills, drawn or issued for agricultural purposes or based on live stock, which a Federal Reserve bank may discount for a member bank if the maturity does not exceed six months, a Federal Reserve bank can not discount any paper which has longer than three months to run, exclusive of days of grace.

"As the Federal Reserve banks are made the sole custodians of the legal reserves of all member banks, the object of Congress in throwing safeguards and limitations around their loan transactions is evident. It is necessary that Federal Reserve banks should keep themselves in a 'liquid' position, that is, their bills discounted must be of short maturity and should be readily collectible. The strength of the entire banking system of the United States is directly related to the strength of the Federal Reserve banks. If a Federal Reserve bank should find itself in a weak, overextended or unsafe position, all its member banks would be directly affected.

"This discretion is not vested in the Federal Reserve board and the reason for this is probably two-fold. First: the Federal Reserve system is not a central bank. It is a regional system comprising twelve banks. Congress did not intend that there should be a centralized control of credits. Second: in a country embracing so vast an area as the United States, it would be a very difficult task, if not an impossibility, for a central board to pass intelligently upon the security of the paper offered for discount, which must necessarily come from all sections of the country.

"I have already called your attention to the fact that Federal Reserve banks are not permitted by law to make loans direct to individuals, firms or corporations, and that they can only rediscount paper which bears the endorsement of a member bank. It is evident, therefore, that in order for a Federal Reserve bank to render financial assistance to those engaged in commerce or industry, in agriculture or in the raising of live stock, the loans must first be negotiated with member banks.

Cannot Lend Direct

"I have already explained that a Federal Reserve bank cannot lend directly to the customers of a member bank, nor does it, in fact, take the initiative in making loans to a member bank for the purpose of enabling the member bank to distribute the funds so advanced to its customers. The Federal Reserve bank lends to the member bank against transactions already made, for the purpose of enabling the member bank to restore its reserve to the legal requirement, after the reserve has been impaired or is about to be impaired because of increased loans and deposits.

"I know that there is a very general popular misconception regarding this and I think that some of the member banks are responsible for this misunderstanding, although, I am sure, they have not been actuated by malicious motives. I have been in the banking business myself and I think that I know something of banking psychology. Banks, as a rule, do not like to admit to customers that they are short of loanable funds nor do they like to arouse enmity in declining to make loans or in asking for a reduction of a loan already made.

Board as a Buffer

"In these days, bank officers find in the Federal Reserve board or the Federal Reserve bank a much more satisfactory buffer than a local board of directors. I know of many cases where banks have found it very convenient to pass the buck to the Federal Reserve bank or the Federal Reserve board, and have stated to a borrower or would-be borrower that they would like to grant the extension asked for or make the loan desired, but the Federal Reserve would not permit it.

"Such a procedure has a tendency to relieve the situation as far as the local bank is concerned, but it is certainly unfair to the Federal Reserve system. This evasion of responsibility has subjected the Federal Reserve banks to a great amount of unjust criticism and has given the public a wrong impression of the authority and attitude of the Federal Reserve banks and the Federal Reserve board. It has aroused indignation which is entirely natural in the circumstances and has caused much correspondence with the Federal Reserve board direct and with congressmen and United States senators, whose ire has been aroused because of these alleged arbitrary methods.

Issues of Notes

"There is perhaps even greater confusion in the public mind regarding the issue of Federal Reserve notes than there is regarding the rediscounting functions of the Federal Reserve banks. The impression seems to prevail very generally that the Federal Reserve board has power to expand or contract the currency of the country at will and some believe that it has exercised this power in a reckless and arbitrary manner. While the law prescribes that the Federal Reserve board shall have the right, acting through the Federal Reserve agent, to grant in whole or in part or to reject entirely the application of any Federal Reserve bank for Federal Reserve notes, it has never exercised this right. On the contrary, it has always approved promptly every application which has been made for the issue of Federal Reserve notes. One of the purposes of the Federal Reserve act, as stated in its caption, is to furnish an elastic currency, but there are many whose idea of elasticity is continuous stretching.

"Currency to be really elastic must be susceptible of expansion or the reverse, as the needs of industry and commerce may require. Many believe that there was a preordained contraction of the currency during the year 1920, determined upon in

order to reduce prices. The facts, which can be readily ascertained from the figures which were published every week during the year 1920, show that this impression is absolutely unwarranted.

Relation to Prices

"It is not the function of the Federal Reserve system or of any banking system to attempt to fix or control prices. Banks are concerned with prices only in so far as the security of their loans may be involved, and they are interested more in the stability of prices and their margin of collateral than in the price level itself. Banks do not create general conditions, but they must adjust themselves to changing conditions, which, in the recent eventful months, have been brought about by the irresistible force of popular sentiment throughout the world.

"One word more about the Federal Reserve system. Do not expect it to do the impossible. It is not a panacea for all economic and financial ills and it cannot, however skillful its administration may be, prevent periods of depression in the future, although it can do much to modify them. Other nations, such as Great Britain and France, with their great central banking institutions, have always had their years of prosperity and their periods of depression, although they have been free from the money panics which we formerly had in this country as a result of our inadequate banking system.

Cycles Pointed Out

"All history shows that periods of prosperity and depressjon come in cycles, the rotation being about as follows: (1) Prosperity, (2) Liquidation, (3) Stagnation, and (4) Revival. At the present time the process of liquidation is well advanced and the end of stagnation and the beginning of the period of revival seem now to depend upon certain things which are susceptible of accomplishment in the near future, among which may be enumerated the financial rehabilitation of our great transportation systems and the determination of the policy of the government with respect to revenues and the tariff.

"When the period of revival does definitely set in, to be followed by a new era of prosperity, let us remember that the greater the wave of prosperity and the more unrestrained the expansion and the speculation accompanying it, the sharper will be the depression that will follow. If, however, the lessons of the past two years are remembered, the next period of prosperity will be of longer duration than any we have had before and the subsequent reaction will be far less severe."

MADEROS ACTIVE AGAIN

The great Madero family has returned to Mexico and has set about the task of restoring its once widespread activities. The family wealth consists of several million acres of land, many flour mills, guayule rubber factories, mines and banks. At a recent meeting of members of the family held at Saltillo plans for placing the various industries again in operation were agreed upon. During the Carranza administration all members of the Madero family, with one exception, were exiled, and for a time their various properties were taken over by the government. Amnesty was granted by President Obregon, and most of the exiles have returned. Ernesto Madero, who was minister of finance under his nephew, President Francisco I. Madero Jr., has established headquarters at Saltillo. He was formerly at the head of one of the largest banks in Monterey. During the revolutionary period he made his home in New York.

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JAPAN'S CANDY TRADE A GROWING INDUSTRY

Japan, having acquired the Occidental habit of eating candy, is about to be educated in the ways of chewing gum and eating ice cream. Hanzaburo Matsuzaki, managing director of one of the largest candy making concerns in Japan, the Morinaga Confectionery, has compiled the following brief history of the industry from the reign of Jin-mu Tenno, the first emperor of Japan.

"The making of cakes or confectionery had been started in Japan previous to the reign of Jin-mu Tenno, the first emperor. When he celebrated his victorious campaign at Mount Takakura he ordered made some 'mizuame,' a sort of sweet jelly made with millet. The term 'kwashi,' which in English means confectionery or sweetmeat, was coined in the reign of Emperor Suijin. The stuff was made of fruits, but as time went on syrups were introduced, which, mixed with ripe or wheat flour, made a sort of paste cake. The confectionery business developed rapidly in the luxurious mode of life of the Tokukawa Shogunate. Cakes were originally used only as feast offerings to deities, but came to be eaten at formal teas. In the latter days of the Tokugawas white sugar was introduced from Holland, and the Dutch in Nagasaki taught the Japanese how to make sponge cakes and to use sugar for various sorts of cakes.

"All this was done by hand up to 1898, when the Oriental Confectionery Co. was established in Tokio, aided by foreign experts and imported machinery. There was much popular opposition to these cakes of foreign origin, and those engaged in making them were regarded with hatred and harassed in every possible way, but this feeling has more recently been overcome.

"Confectionery in Japan has come to be regarded as a provision. The recent consumption of sugar amounts to about 600,000,000 pounds per year, of which confestioners use about 360,000,000, or some 60 per cent. This industry has become one of the most important in Japan. Confectionery is consumed by all classes of men, from the paupers to the rich, or offered on the shrines of deities.

"The problem of men and money which has confronted this industry is now being solved. A total capital of 27,000,000 yen is invested in thirty different companies. Another problem is that of drying arrangements, for in Japan the humidity and climatic changes make special machinery necessary, unlike America, where the drying is done by nature. The hardening of chocolate is one of the things we are now working on, with experiments in various kinds of refrigeration."

MANY BRIDGES PLANNED

It is reported that 17 railway bridges are to be constructed at a cost approximately of £200,000 in British South Africa. Five 150-foot steel spans will be required for the Vaal River alone. It is also proposed to construct 200 miles of railway through the diamond mining district of Griqualand West, thus helping to link up Angra Pequena with Delagoa Bay, securing a west coast port 500 miles nearer to Europe than Cape Town is.

SHIPYARDS TO CLOSE

The closing of Yarrow & Co. (Ltd.), the great Glasgow shipbuilding firm, announced for about November 30, is regarded as indicative of the critical stage reached in the foreign-trade competition in England.

GENERAL DAVIS SPEAKER AT LOAN CONVENTION

General Abel Davis, vice president of the Association, delivered the address of welcome at the meeting of the American Industrial Loan Association in the Drake hotel on Sept. 22. The Chicago members of the asosciation are members of Subdivision 55, licensed lenders, of the Association of Commerce. In his talk General Davis said:

"Chicago, among the younger cities, may well be looked upon as an example of what can be accomplished by vision, confidence, and above all by co-operation. The real Chicagoans, in their hopes for the future of their city, prefer to point out to themselves the ways and means in which improvements can be brought about, rather than to boast about what has been accomplished. But we do feel that in looking into the future we may well be proud of the city's progress.

"It is well to mention that the growth of Chicago, as some of us understand it, and intend to use it as a background for future development, is not altogether a growth wrought by brick and mortar, but rather a forward movement toward a higher and better understanding of civic righteousness and civic duty, a higher and better understanding of life in its finer aspects—education, art, the relation existing between man and man, and between groups of men—a growth in the direction of the ultimate ideal, the brotherhood of man.

"And so I am proud indeed to come before you this afternoon as the spokesman of an association of business men welcoming this convention into our city, because we realize that, in the conduct of your business, you have had before you, and intend to emphasize before this convention and in your future existence, the golden rule and the ideal of real human interest in those with whom you transact business.

"While any banker in any community always commands respect because of his supposed set of ideals and rules of conduct, and because of the standards of morality which bankers have adopted for themselves, you gentlemen may well be welcomed into the fold of the bankers with the peculiar realization that, in the conduct of your business, you are solving a social problem in a way which is absolutely ignored by other groups engaged in the business of loaning money.

"No effort succeeds which has not in its conception and execution a certain degree of selfish interest. I am making the statement with a thorough realization of its effect. The social worker, the dreamer, the idealist, the man who admittedly is giving all of his life to the service of humanity can best perform his task if there is some degree of selfishness in his work, for the gratification which comes with success is a form of selfishness. No matter whom we are trying to help, no matter what the degree of service to others may be, for success to be complete there must be some degree of selfish interest. And so in your selfish interest to promote the success of your business you are not, so far as I can see, departing in the least from a philanthropic effort to serve those who are your clients and your customers.

"You may well be proud of the work which you are doing. You may well enlist in the ranks of your association all those who are interested in this line of work, with the hope that the uniform legislation under which some of your societies and loan companies are operating in many of the states will be adopted in all the states of the union. In that way you are making a national contribution, rather than the local contribution which each one of you had been making in his own community."

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2,000 GRAIN MEN TO MEET HERE MONDAY

Two thousand men representing the American grain trade will meet in Chicago next Monday for consideration of problems of interest not only to the grain industry but to business generally. It is the twenty-fifth annual convention of the Grain Dealers National Association. The meeting will continue three days. World finance, foreign trade and unemployment are among general subjects which will be treated by representative men of American industry.

A number of grain marketing problems will be considered and plans made for the establishment of closer relations between the farmers and the middlemen. The special committee of the Grain Dealers National association will submit a report covering its first three months of activity. During this time the committee has been conducting an educational campaign, with a view to placing before the farmers the economic advantages of the present grain marketing system. The committee has advised farmers to study carefully the contracts for grain pooling and consult their lawyers or their bankers before signing these contracts and thus tying up their wheat for a period of five years.

The delegates will be welcomed on behalf of the Chicago Board of Trade by President Joseph P. Griffin, who has been a leader in the grain trade's opposition to legislation at Springfield and Washington which would have destroyed the present marketing system without providing a substitute. Mr. Griffin who was wartime President of the Board and who was reelected to that office last January to succeed Leslie F. Gates has worked night and day for the last nine months in an effort to iron out the difficulties of the grain trade and bring before the farmers and legislators the true functions of the exchanges.

Other speakers on the opening day will include E. C. Eikenberry, Camden, Ohio, former president of the Grain Dealers National association; Harry F. Atwood, Chicago, who will take as his subject "Back to the Republic;" B. E. Clement of Waco, Texas, president of the association; Secretary-Treasurer Charles Quinn, Toledo, Ohio, and Senator Medill McCormick of Illinois.

The speakers at the regular session at the Hotel Sherman on October 4 will include Governor Warren T. McCray of Indiana, former president of the Grain Dealers National association; R. I. Mansfield, Chicago, chairman of the special educational committee; A. E. Reynolds of Crawfordsville, Ind., who will talk on legislation; David R. Forgan, president of the National City bank, Chicago; F. E. Watkins of Cleveland, and John B. Maling, New Haven, Ind., who will discuss "Origin and effect of freak and class legislation."

Entertainment features will include a theater party at the Colonial Monday evening. The delegates and their wives will attend in a body.

A banquet will be held at the Drake hotel Tuesday night. The speakers will be former Governor Frank O. Lowden of Illinois and Ashberry F. Lever, former chairman of the house committee on agriculture and now connected with the federal farm loan bureau of Washington. President Griffin will be toastmaster.

CANADIAN STOCKYARDS

During the first half of the present year business handled at Canadian stockyards was as follows: Cattle, 265,690 head; calves, 100,510; sheep, 82,653; hogs, 311,067. Western Canadian leading yards handled 103,492 head of the total.

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DUN'S WEEKLY REVIEW OF TRADE IN CHICAGO

Dun's review of Chicago trade published today by R. G. Dun & Co., will say:

Retail trade has shown some improvement this week. Clothing, knit goods, both outer garments and underwear, hosiery and millinery showing better distribution. Household furnishings aiso are in better demand, and office furniture is going better than at any other time since the spring moving period. Woolen dress fabrics, particularly novelty skirtings and home-sewing accessories of all kinds, are more active.

Orders of wholesalers are not running ahead of last year. In most lines there are indications of the passing of the lull in buying caused by recent stiffening of prices and merchants are more inclined to make commitments, but still cautiously. Purchases are in small quantities, as usual, but indicate that in many cases stocks are low. A better demand for staple cottons has followed strengthening of primary markets in this department. Silk distribution is larger than last year. Hardware buying has been stimulated by a hardening of prices, orders from the interior especially being larger. Groceries are an exception to the general trend, continuing slow, with indications that buying is being confined more closely to necessities. Fruit prices are high, and in spite of comparatively cheap sugar, little canning and preserving is being done.

Steel mill operations have increased slightly, but elsewhere there is no noticeable improvement in manufacturing. Coal prices have weakened under the influence of slackened demand for steam grades, which more than offset a moderate increase in domestic buying with the approach of colder weather.

Country merchants are in the city markets in larger numbers. Collections show improvement over the corresponding time last year, and are satisfactory.

BALTIC STATES IMPROVE

A slight improvement in trade and industry has occurred in the Baltic States, due partly to steady progress in reconstruction, partly to Russian transit trade and partly to exchange conditions, according to Trade Commissioner H. Lawrence Grover of Latvia.

In Finland the depreciation of the Finnish mark has placed local manufacturers of paper and pulp in a more favorable position to compete with Swedish factories for foreign trade, as Finnish costs and prices are now generally lower. This is resulting in greater activity in cellulose and paper factories on the strength of foreign orders.

In Esthonia, transit trade with Soviet Russia, though in decreased volume compared with previous months, resulted in further slight improvements in local conditions. The decline in transit shipments over Reval is explained by the entry of a large number of vessels direct into the port of Petrograd, where harbor conditions are reported unexpectedly good.

Drastic exchange fluctuations have handicapped trade and increased speculation in Latvia. The gyrations of exchange were induced by the introduction of a new customs tariff and the necessity of purchasing local currency for clearing large quantities of goods in customs warehouses. Trade conditions in Lithuania remain dull, with continued lack of demand for flax preventing an improvement in export trade.

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CREDIT BAROMETER

Fluctuation of merchandising activities for periods designated as compared with the week of September 23 is thus reported by the Credit Clearing house:

	Increase Percentages— Purchases	Indebtedness	Payments
United States—			
Week before	1.8	*0.1	*0.9
Year ago	*2.1	*0.9	*4.1
Two years ago	0.2	2.6	*11.9
Pacific Coast Section—			
Week before	4.2	0.5	2.9
Year ago	3.9	*1.5	6.0
Two years ago	*2.1	6.7	*12.7
Mountain Section—			
Week before	*4.6	8.8	*7.4
Year ago	*3.4	*4.1	*16.6
Two years ago	*9.7	14.1	*16.0
North Agricultural Section—			
Week before	9.1	10.4	*0.9
Year ago	3.3	4.1	*2.5
Two years ago	6.7	2.8	*9.6
Middle Agricultural Section—			
Week before	0.6	0.7	*6.0
Year ago	*2.4	2.3	*7.4
Two years ago	*2.6	5.4	*16.6
South Agricultural Section—			
Week before	0.6	*1.8	1.6
Year ago	*0.7	*3.1	*5.3
Two years ago	*0.6	*0.8	*12.2
East Section—			
Week before	2.4	*2.1	*0.4
Year ago	*4.9	1.7	*0.1
Two years ago	2.1	4.3	*7.5

*Decrease.

LUMBER PRODUCTION

Building in the United States has reached a point where the lumber producers are already far behind with their orders, according to figures which have been prepared by the National Lumber Manufacturers' Association. A compilation of the figures of the seven big producing associations show that lumber shipments were 91,812,000 feet or 1 1-7 per cent below orders for the thirty-five weeks ending Sept. 3. In the same period the shipments fell below actual production by only 1-10 of 1 per cent. In August alone, orders were received for 851,607,567 feet, while the cut for the month amounted to only 834,477,565 feet, with shipments slightly less than this amount. Neither production, orders nor shipments have yet reached a point which the trade regards as normal.

JAPAN'S LABOR PROBLEM

Premier Hara of Japan recently told a delegation from the House of Peers, in response to questions referring to the labor unrest and the general agitation against the high cost of living, that the question of remedy was the most urgent matter at present confronting the Japanese Empire. Personally, he believed the most effective remedy to be education. The government was making efforts for the encouragement of education, although there is much to be done for the development of public spirit and social morality.

SUBWAY FOR HAVANA

The project for a tunnel and subway in Havana, Cuba, announced last January, is now taking shape. The necessary concessions for the work have been approved by the Cuban railroad commission. A representative of the Cuba North & South Railroad, which is promoting the project, will visit New York in October or November for the purpose of negotiating the issue of bonds or other securities to finance the work.

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POSTAL NOTICE

The post office department has issued the following notice regarding the mailing of sealed parcels at merchandise rates:

Under section 469 of the postal laws and regulations, sealed parcels containing merchandise may be mailed at the fourth-class or parcel post rates when prepared so as to conform to the requirements for "proprietary articles of merchandise."

The regulations and rulings of the post office department provide that in order that sealed parcels may be mailed at the fourth-class rates of postage under the provisions of the regulation above mentioned they must in fact possess the characteristics of proprietary articles of merchandise, this being evidenced by the manufacturer or dealer putting them up in uniform or fixed quantities and by the labeling thereof in printing in the manner in which many well-known articles distributed widely throughout the country are labeled, a trade mark, brand, illustration of the article, etc., or other identifying design usually appearing on the label, and by the frequent shipment of the articles in material quantities.

It is particularly essential that the parcels be prominently labeled in printing showing the nature and quantity of the contents and the name and address of the manufacturer or dealer, so as to indicate clearly that they contain articles which constitute proprietary articles of merchandise within the usual and commonly understood meaning of the term. In other words, the label should indicate in the clearest manner possible the nature of the particular contents of the parcel and thus give it that element of individuality which is a distinguishing characteristic of a proprietary article of merchandise. It is desirable that a separate label be used as an address label on such parcels.

Under the foregoing such articles as shoes, books, paper articles, clothing, food products, etc., etc., may be prepared for mailing in sealed containers instead of in open wrappers. Manufacturers desiring to avail themselves of the parcel post rates for sealed parcels should make application to the postmaster for detailed information as to the printing required on labels to be affixed to such parcels, manner of packing, etc., and should submit specimen packages for consideration of the post office. Sealed parcels not fully meeting all the regulation provisions regarding the mailing of "proprietary articles of merchandise" will be chargeable with postage at the letter rate.

SEEK SIBERIA'S FURS

The Hudson's Bay Company, which for hundreds of years dominated the fur business of far North America, has invaded the Far East. A ship sailed recently from Seattle carrying 500 tons of supplies to trade for furs in Siberia and Kamchatka. The company will establish posts in the wildest districts along the north coast. Kamchatka and Siberia are now the world's last important habitat of fur-bearing animals. This region yields silver, cross, black, red and white fox, otter, marten, bear, Norway lynx, ermine, sable, wolverine, fisher, muskrat, harp seal, caribou, beaver and mink. Last year the furs exported from Vladivostok amounted to 526 tons and valued at $10,000,000.

RAILWAY NEEDED

For the lack of 300 miles of railway in Gold Coast, says the governor of Gold Coast, 60,000 to 100,000 tons of palm nuts are rotting on the ground every year.

A Commercial Bank

Ever since The Merchants Loan and Trust Company Bank of Chicago was founded, more than sixty years ago, the big end of its business has been commercial banking.

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ESTIMATES THE 1921 WORLD CEREAL CROPS

Tentative estimates of 1921 cereal production in the various countries of the world for which statistics are available have been announced by the Department of Agriculture. The estimates, however, owing to the many changes in boundaries and the generally unsettled conditions resulting from the World War, are said to be highly tentative.

The aggregate production of wheat in 23 countries for 1921 is estimated at 2,519,662,000 bus. Twenty of these countries for which estimates are available for both 1920 and the five-year average of 1909-1913 show a production for the year 1921 of approximately 2,490,609,000 bus., compared with 2,384,143,000 bus. in 1920 and 2,330,150,000 bus., the average for the years 1909-1913. These 20 countries produce according to their annual average production for the years 1909-1913, a little over three-fifths of the known wheat crop of the world.

For nine countries usually producing about 7 per cent of the total rye crop of the world, estimates this year show a production of 163,940,000 bus., compared with 167,701,000 bus. in 1920. Reports received from 15 countries show an aggregate production of 543,833,000 bus. of barley. Of these countries 14, usually producing about one-third of the world's total outturn, produced in 1921 517,811,000 bus., compared with 505,314,000 bus. in 1920.

Oats in 13 countries gave a total production in 1921 of 1,719,852,000 bus. Twelve of these countries produced in 1921 1,715,718,000 bus., as against 2,209,407,000 bus. in 1920 and 1,653,862,000 bus., the average for the years 1909-1913.

These 12 countries produce nearly four-tenths of the world's total oat crop.

The United States, Argentina, Hungary (old boundaries) and Italy produce about 86 per cent of the world's supply of corn. Estimates from Hungary and Italy are not at present available, but for the nine countries reporting for 1921 estimates show a production of 3,525,376,000 bus. Eight of these countries for which estimates are available for the three periods in question and producing approximately 76 per cent of the world's supply, produced in 1921 3,517,502,000 bus., compared with 3,589,720,000 bus. in 1920 and 2,965,028,000 bus., the average for the years 1909-1913.

GRECIAN TRADE

The total value of merchandise imported from Greece during June, 1921, was $1,919,533, and for the 12 months ended June, 1921, $24,331,162, while the values for the corresponding periods of the preceding year were $3,037,719 and $22,229,915, respectively. The total value of merchandise exported to Greece during June, 1921, was $3,693,690, and for the 12 months ended June, 1921, $37,809,642, while the values for the corresponding periods of the preceding year were $1,918,756 and $48,672,778, respectively.

MARKET FOR RICE

A recent report from Consul Paul Knabenshue, at Beirut, Syria, states that rice is imported from India, China and Japan, but the best grade is imported from Egypt. Trial shipments of rice were also imported from the United States and the quality proved satisfactory. In case the American rice can be offered at competitive prices, there will be a good market for it. According to available statistics, 8,377,590 pounds of rice were imported into Syria through the port of Beirut in the year 1920.

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RATE ANNOUNCEMENTS

Transcontinental freight bureau will publish, effective Oct. 3, in import tariff 30 import rate 75 cents per 100 lbs. on vegetable oil and copra from Pacific coast ports to Cincinnati, also via New Orleans and via East St. Louis in connection Southern Railway also Louisville and Nashville Railroad. Rate will also be published in connection Illinois Central R. R. via New Orleans and Mississippi river crossings north thereof to Paducah, Evansville, Henderson and Louisville. Same rate will be published to Group D and points west thereof. Same rate from Pacific Coast to same destinations under Domestic Tariff 2-P and 3-O will be effective on vegetable oils Nov. 3, 1921.

The bureau will also publish, effective Oct. 3, Tariff 3-O to Chicago and West reduced rates on vegetables carloads as follows: dollar ten cents per one hundred pound item 1525-B and item 1530-B and reduced rates dollar forty-six to groups D and E and dollar thirty-nine to groups F and west, item 1535-B effective same date, St. Paul rate dollar forty-six item 1535-B, Tariff 3-O will be published in item 205, tariff 10-G.

CENSUS OF CONGRESS

Of the 531 members of the Senate and House of Representatives, 333, or nearly 60 per cent, are lawyers. Running as a modest second are editors, with a membership of 24. The following lines of business have at least one representative at the Capitol: Iron molding, wholesaler, glass blowing, clipping bureau, lumber dealer, restaurateur, oil well driller, merchant, chemist, dentist and printer. At least one member let himself be known as a capitalist. Five are school teachers. Eight saw fit to have themselves classed as professional officeseekers. Twenty-two left the plow to represent agricultural districts. Of the remaining forty-eight, from whom replies were not received, the majority doubtless were men of the law. The complete result of the analysis follows: Lawyers, 333; editors, 24; farmers, 22; manufacturers, 19; real estate-insurance, 13; bankers, 11; professional office-holders, 8; doctors, 8; teachers, 7; mining engineers, 5; contractors, 3; chemists, 3; public utilities owners, 3; merchants, 3; postal workers, 2; capitalists, 2; printers, 2; dentists, 2; commission merchants, 2; iron molder, 1; wholesaler, 1; glass blower, 1; owner clipping bureau, 1; lumber dealer, 1; miller, 1; well driller, 1, and unlisted and doubtful, 48.

SEEK QUAKE FORECASTS

An information service on earthquakes, similar to the Weather Bureau's work in its field, is being considered by scientists, engineers and business men in California. The undertaking aims at perfecting an instrument sensitive enough to record the slightest tremors of the earth and so make possible the prediction of approaching movements of its surface.

TOO MANY RATTLERS

McKean county, Pennsylvania, is suffering from an invasion of rattlesnakes. The reptiles are becoming such a menace to berrypickers and workers in the woods that the next legislature will be urged to put a bounty on poisonous snakes as a means of reducing the visible supply.

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Fire Underwriters Association of the Northwest Will Celebrate Fiftieth Anniversary Next Week

The Fire Underwriters Association of the Northwest will celebrate its fiftieth anniversary in Chicago on Wednesday and Thursday of next week. Meetings will be held at the Congress hotel. Attention is called to the fact that the fiftieth anniversary of the organization falls on the same year as that of the Chicago Fire, and that there are still numbered among its living members men who represented fire insurance companies at the time of the great fire and some who were active in the adjustment of losses at that time.

Rev. Hugh Elmer Brown, pastor of the First Congregational church of Evanston, will deliver the invocation at the opening session on Wednesday morning. There will be a vocal selection by Mrs. P. D. McGregor, with accompaniment by Mrs. Ethan Taylor. Reports of officers and committees will be followed by remarks by the president, Charles H. Coates, of Chicago, and the annual address on the subject, "The Hidden Pool," by Russell W. Osborn, of San Francisco. An informal buffet luncheon will be held in the Florentine room of the Congress hotel.

The formal unveiling of a bronze tablet and presentation to the Armour Institute of Technology will take place at the opening of the afternoon session. The tablet is commemorative of Dr. Frank W. Gunsaulus' connection with fire insurance, through his splendid cooperation in establishing scholarships at the institution of which he was president.

The Fire Underwriters Association of the Northwest in 1914 established a scholarship at the Armour Institute, with the sympathetic cooperation of Dr. Frank W. Gunsaulus, the scholarship being a course in fire protection engineering. The Fire Underwriters association was successful in interesting other insurance organizations, so that now the scope of the work is enlarged to twenty-five annual scholarships in this course. Because of the interest taken by Dr. Gunsaulus in the work and the help that he gave in furthering it, the organizations presenting the scholarships are erecting this memorial tablet to Dr. Gunsaulus at the Armour Institute. Presentation will be made by Wellington R. Townley, and the acceptance by Howard M. Raymond, acting president of the institute.

This session will include also addresses by Thomas R. Weddell, of Chicago, editor of the "Insurance Post," on "A Review of Fifty Years," and Allen D. Albert, of Paris, Ill., former president of the International Rotary Clubs, on "Expensive Economies in City Fire Service."

"Around the World" will be the subject of an address on Thursday morning by Howard P. Moore, of New York, and "Looking Both Ways," by David O. Stine, of Reedsburg, Wis. Luncheon will be held in the Florentine room of the Congress, presided over by W. T. Benallack, of Detroit, vice-president of the organization.

Judge Evan A. Evans, of Chicago, will address the closing session on the subject, "Naturalizing and Nationalizing the Alien." This will be followed by reports of committees, consideration of business matters, and the election of officers. Robert C. Hosmer and Royal A. Buckman, both of Chicago, are secretary and treasurer of the organization.

FIRST ANNUAL CHICAGO FOOD AND HOUSEHOLD APPLIANCE EXPOSITION

Chicago's first annual Food and Household Appliance Exposition opens at the Coliseum today and will run for eight days. The show, which is under the direction of the Chicago Herald and Examiner, will serve as a medium through which manufacturers of food products and home furnishings will be enabled to talk directly to housewives, their prospective customers. In addition, dealers' organizations will attend in groups, and thus manufacturers and jobbers will have an unusual opportunity for direct appeal to their agents and retailers.

Manufacturers of foodstuffs ready to eat and also of so-called "specialties and table accessories" have contracted for booths, and demonstrations will be held daily from 1 to 11 o'clock. Electrical appliances, saving time and housewives' energy, will be on display. Home furnishings will come in for much attention also. In fact, manufacturers and jobbers of anything and everything that goes into the home, whether food or clothing, will be represented.

To further interest the thousands of mothers and housewives who are expected to attend, an elaborate program of professional and amateur entertainers has been arranged for. The Women's Exposition Auxiliary, an organization of club women formed to care for the program, represents scores of women's clubs in the city, and they, too, will have exhibits and entertainments.

Members of the Order of the Eastern Star, for instance, will have a large booth in which they will sell aprons, the entire proceeds of which will go towards the endowment of an Eastern Star room in the new Masonic hospital. The First Congressional district, Illinois Federation of Women's Clubs, the Chicago Church Federation, United Irish Societies and other organizations are actively engaged in the promotion of the women's program.

ANCIENT AND HONORABLE ORDER OF THE BLUE GOOSE

The fifteenth annual grand nest meeting of the Ancient and Honorable Order of the Blue Goose will be held next Tuesday at the Hotel La Salle. Of the organization's membership of forty-three hundred, twenty-six ponds are in the United States and six ponds in Canada, and representatives of each pond are expected to be in attendance.

The opening session will be called to order by Grand Gander E. D. Marr, of Kansas City. A buffet luncheon will be served at 12:30 and the afternoon session called at 2 o'clock. Matters of interest to members will be acted upon at this meeting, including the adoption of a new ritual, changes in the by-laws and the election and installation of officers for the ensuing year. There will also be reports from committees and officers and state and provincial ponds, followed by the regular business of the convention. There will be an address by Grand Gander E. D. Marr.

The annual good fellowship dinner will be held on Tuesday evening at the Hotel La Salle, for which the entire nineteenth floor has been reserved. Elaborate entertainment features of a new variety are promised for this occasion.

John F. Stafford, of Chicago, is grand guardian of the nest, and James F. Joseph, also of Chicago, is deputy grand gander of the Central district. Other Chicagoans are included in the membership of various committees.

NATIONAL POULTRY, BUTTER AND EGG ASSOCIATION

The fifteenth annual convention of the National Poultry, Butter and Egg association, which will be held at the Hotel Sherman on Oct. 10 and 11, is expected to exceed any previous attendance record. Nearly all of its membership of 1,200 have already applied for reservations, which in many cases include their wives and members of their families.

The opening session will be devoted to the annual business meeting, to be followed by a luncheon to members in the Louis XVI room. During the luncheon hour lady visitors will be entertained at luncheon at the Drake hotel, and this will be followed by a style show.

The annual banquet will be held in the Louis XVI room of the Hotel Sherman on the evening of the first day. A speaker of national prominence will appear.

The Tuesday morning session will listen to addresses by James R. Howard, of Iowa, president of the American Farm Bureau federation, and Alton E. Briggs, of Boston. The afternoon session will be devoted to open forum discussions of topics of live interest to the trade, to be followed by general business subjects and the annual election.

Executive offices of the association are located in Chicago. Its activities are devoted to caring for the big questions of the poultry, butter and egg industry, such as state and national legislation, traffic and questions pertaining to the distribution of

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PROHIBITION NATIONAL COMMITTEE

The Prohibition National committee will meet in conference in Chicago on November 29 and 30. Sessions will be held at the Great Northern hotel and the program will include talks depicting the progress of the dry movement in other countries. Virgil G. Hinshaw, of La Grange, Ill., is president of the committee.

ELGIN SALES CORPORATION

A conference of the Elgin Sales Corporation will be held at Hotel La Salle next Wednesday, Thursday and Friday. Salesmen from all over this country and Canada will be in attendance. Wednesday and Thursday will be spent at Elgin at the plant of the Elgin Motor Car Corporation. A business session will be held at the Hotel La Salle on Friday. There will be a supper at the Auditorium hotel on Thursday evening and a dinner at the Congress on Friday evening. Headquarters will be at the Hotel La Salle.

CONVENTIONS HERE NEXT WEEK

The following conventions will be in session in Chicago during the week of Oct. 3-8:

Ancient Free and Accepted Masons, Grand Lodge of Illinois, Hotel La Salle.

Ancient and Honorable Order of the Blue Goose, Hotel La Salle.

Chicago Food and Household Exposition, First Annual, Coliseum.

Elgin Sales Corporation, Hotel La Salle.

Fire Underwriters Association of the Northwest, Congress Hotel.

First National Franciscan Tertiary Congress, Hotel La Salle.

Fourth Illinois Cavalry Association, G. A. R. Hall, Public Library.

Grain Dealers' National Association, Hotel Sherman.

National Automobile Underwriters Conference, Edgewater Beach Hotel.

National Funeral Directors Association of the U. S., Executive Committee, Auditorium Hotel.

National Implement and Vehicle Association, Salesmen's Department, Hotel Sherman.

INDIANS AND SIGNS

Recently a sign painter daubed the huge picture of a cigarette on the "painted rocks" of the Yakima Indians near Wapato, Wash. A hundred young braves pursued the "artist" to Wapato but he escaped on a train. Then the Indians returned and with turpentine washed off the offending sign, which was to have been equipped with electric lights and would have been visible for twelve miles. The "painted rocks" form the bluffy shore of the Yakima River. They are of basalt, worn smooth by the elements. Deep in this hard surfaced precipice are indentations of images of men, buffalos, other creatures, and trees, with hieroglyphics of sign writing believed by the Yakimans to be of divine origin.

AVERAGE WHEAT PRICE

The average price to producers from the 1920 wheat crop of the United States was approximately $1.85 a bushel, according to the Department of Agriculture. This price was obtained by applying the average monthly price to the monthly rate of marketings. The season started with an average of $2.43 and declined almost steadily, the average at the close of the season being about $1.20 a bushel.

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Commerce Throughout the Near East Crippled by Continued Military Operations

The commercial situation in the Near East is summarized in an article by Julian E. Gillespie, assistant trade commissioner for the United States at Constantinople, in an article printed in Commerce Reports. In this article Mr. Gillespie says, in part:

Throughout the Near East the past year has been marked by an unprecedented depression in commercial and financial circles. This has been caused by the continued military activities in Anatolia, Cilicia, and Syria, the bolshevik successes in South Russia and the Caucasus, and the adverse exchange. Large quantities of merchandise, amounting in value to millions of dollars, were shipped by English and American manufacturers to Piraeus and Constantinople, but tremendous losses have been incurred through the closing of surrounding markets, and the reduction of stocks in glutted distributing centers has progressed very slowly.

Are Shorn of Power

By the treaty of Sevres the Imperial Ottoman empire was shorn of all its European possessions and the hinterland of Constantinople given to Greece. Asia Minor, Syria, and Cilicia were declared to be the French sphere of influence, Palestine was placed under Great Britain, and Adalia was created as the Italian zone of influence. Military operations in Asia Minor have resulted in almost a complete closing of Anatolia to foreign trade. The central Turkish government at Constantinople has therefore been cut off from the major part of its revenue-producing areas and has been dependent for funds upon the local customs receipts, consumption taxes, and special municipal taxes. Obviously these have been insufficient for its needs, and loans have been sought from the administration of the Ottoman public debt and the Agricultural bank.

Turkey is primarily an agricultural and stock raising country, with little or no industrial life either in Constantinople or in the interior. With the producing portion of the country closed, the Turkish empire has virtually amounted to nothing more than Constantinople since the armistice. For this reason the imports have exceeded the exports by about three to one, the imports for 1919 amounting to £T92,762,375 and the exports to £T38,427,672, while for 1920 the respective aggregates were £T169,396,267 and £T47,844,327.

Capital Is Needed

Turkish imports from the United States in 1919 amounted to £T8,085,062. (France and Italy were the only two countries whose imports exceeded those of the United States.) Against these imports, merchandise to the value of £T4,988,487 was exported to the United States. Imports from the United States jumped in 1920 to £T25,953,810, the bulk of these purchases consisting of flour, sugar, petroleum, and automobiles. American trade in Turkey, however, has been handicapped by an adverse rate of exchange; Turkish money has fluctuated from 94 cents to the Turkish paper pound in July, 1920, to 58 cents in December, 1920, and on June 30, 1921, the rate was 69¾ cents.

The United States occupies a favored position with both the central Turkish government and the Nationalist government at Angora. The latter is most anxious to enter into relations with American business firms and American capitalists for the future development of the interior. Various projects have been studied by the Nationalist Assembly, and only lack of capital and continued military activities have delayed work thereon. Chief among these projects are the building of railroads from Samsun to Sivas and thence to Angora and from Adalia to Konia, and the installation of electrical plants at Adalia and Angora. It is contemplated that the natural water power in and around Adalia will be used to furnish the electricity for that city.

Lack Transportation

According to reliable reports, there are large stocks of wheat, tobacco, wool, mohair, licorice root, and nuts in Anatolia awaiting transportation to the seaboard. Adequate transportation facilities are probably the greatest need of the interior of Turkey. The country is rich in natural resources and almost entirely undeveloped, and with the return of peace it would require only a few years for capital invested in Turkey to bring returns.

The resumption of trade with Anatolia naturally depends upon the settlement of the military and political issues. As soon as peace is restored a market for agricultural implements and machinery of all sorts, automobiles and trucks, cotton goods, and manufactured goods of many varieties will be opened for American manufacturers and exporters. Likewise, Constantinople will in all probability regain its position as the chief distributing point for the Black sea ports, South Russia, and the Caucasus.

Owing to the state of its treasury, the Imperial Ottoman government in February, 1921, relinquished the control and administration of its finances to a provisional financial commission—a similar permanent financial commission is provided for in the Treaty of Sevres—in order that it might secure a loan from the Administration of the Ottoman public debt to pay the back salaries of government employees and officials. The members of the provisional financial commission are the delegates of the administration of the Ottoman public debt.

Since the armistice Smyrna has been under military occupation by the Greeks. Smyrna is the center of the fig, raisin, and sultana trade, and furnishes a substantial part of the Turkish tobacco so sought after by American firms, but since the armistice the export of these commodities has never reached pre-war figures. The Greeks, however, have done a great deal to interest both the Turks and their own nationals in the use of modern agricultural machinery, and to this end have established an experiment farm where instruction is given in the use of tractors and other agricultural machinery. They have, furthermore, succeeded in increasing the acreage under cultivation. Also, the Greek minister of agriculture in Smyrna has worked out a plan of credits to landowners and farmers similar to the farmers' loan and rural credits act in the United States.

The republic of Armenia, since its inception, has been practically a republic in name only. Its frontiers have never been defined and some of the principal villages have been successively in the hands of the Turks, Georgians, and Azerbaijans. The country, while having for a time its own local government and officials at Erivan, has been divided between political factions, with the result that the region turned bolshevik in the early part of 1921. Consequently, there has been no trade or commerce in this section of the Near East except through the Caucasus. The outlook for the economic and commercial future of Armenia cannot be forecast any more correctly than the reopening of soviet Russia can be predicted.

Palestine Backward

The only railroads in Palestine are the lines from El-Kantara to Haifa, with a junction at Ludd leading to Jerusalem and Jaffa and from Haifa to Damascus. Transportation facilities are therefore very poor, as the railroad system is inadequate. The camel caravan is used extensively. Mule-drawn wagons, introduced by the English army, and motor cars which have been brought in since the armistice are now transporting merchandise from Jaffa to Jerusalem almost as quickly and as cheaply as the railroad.

Although statements have been made that the Palestine government intended to improve the harbor at Haifa, after looking the situation over carefully it is probable that the port of Jaffa, while not so adaptable as Haifa, will be the first port in Palestine to be improved. This seems logical because of the fact that it would be impracticable, expensive, and very difficult to transport the orange crop from Jaffa to Haifa by way of Ludd and thence into lighters onto boats for shipment to England and the continent. The principal exports from Palestine are shipped from Jaffa. Imports are received largely by rail from Alexandria and Cairo by way of El-Kantara and through Jaffa. Haifa at the present time is receiving great quantities of goods destined for Damascus and Syria because of the inadequate transportation facilities from Beirut.

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590. Wilkesbarre, Pa., firm wants to purchase twelve carloads of California Zinfandel grapes.
591. English firm wants to purchase slate slabs for electrical purposes.
592. Portland, Ore., brokerage house wants mops, paper towels and janitors' supplies.
593. London, England, firm wants tannic acid, fustic paste and fustic powder.
594. Niagara Falls, N. Y., firm is in the market for a large number of glass bottles.
595. London, England, manufacturer of incubators and poultry houses, etc., wants sales representative in Chicago trade territory.
596. Galesville, Wis., firm is in the market for dish washing machines.
597. Toronto, Canada, manufacturers' agent desires to be placed in touch with Chicago manufacturers wishing representation in that territory.
598. Lafourche, La., firm desires to purchase ladies' wearing apparel.
599. Havana, Cuba, mercantile house desires to represent Chicago firms in that territory.
600. Syracuse, N. Y., automobile tire manufacturer wants warehouse space in Chicago.
601. Czechoslovakia manufacturer of woolen goods wants to get in touch with Chicago importers of that article.
602. Parma, Idaho, manufacturer wants to purchase machines for knitting hosiery.
603. Chicago sales organization with offices in the loop will consider representation of manufacturers desiring to obtain local, national or international distribution of their products.
604. Buffalo, N. Y., manufacturer of the electric arc welder wants sales representative in Chicago trade territory.
605. Chicago traveling salesman covering Cuba wants to handle machinery suitable for sugar and tobacco plantations.
606. Gulf Port, Miss., firm is in the market for furniture, cooking utensils and all kinds of household equipment.
607. Yokohama, Japan, silk manufacturer wants sales representative in Chicago trade territory.
608. Worcester, Mass., salesman covering grocery trade desires to represent a Chicago manufacturer of flour in that territory.
609. Richmond Hill, N. Y., firm is in the market for hosiery and men's and women's house slippers.

LAKE AND RAIL RATES

Joint rail-and-lake rates from points in New England to Chicago are announced, to take effect on Sept. 27. The rates apply in connection with the Chicago Steamship Lines, Inc., operating between Chicago and Buffalo, and they are published at substantial differentials under the all-rail rates. Further information can be had by communicating with the steamship company. It is to be noted, however, that with the addition of the above mentioned service there is now restored to the port of Chicago rail-and-lake and barge (New York States Canal)-and-lake facilities from substantially the entire eastern seaboard territory accessible through the port of Buffalo.

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E. M. Craig Discusses Judge Landis' Decision and the Building Labor Situation

One of the speakers at the Wednesday luncheon of the Association in the Hotel LaSalle was E. M. Craig, secretary of the Building Construction Employers' association, who discussed the labor situation in Chicago and particularly the Landis award. In his talk Mr. Craig said:

"In 1919 wages were made uniform in Chicago and run up to one dollar an hour, due to the great demand for the completion of work under construction and to the great scarcity of men. After a protracted struggle in which the contractors attempted to resist that increase we were reluctantly compelled to grant it.

"In the spring of 1920 the wages went up to $1.25, with still a great amount of work uncompleted and great demands for men, not only in Chicago but throughout the United States. Beginning with the fall of last year, the contractors of Chicago being warned by the building public that they would not build with such high rates, we attempted to get the building trades to think the same as we did, that it would be necessary in order to encourage an early resumption of building construction work that they should accept a reduction in wages.

"Of course you realize that the man who is getting $1.25 an hour and probably on a good deal of work going on in Chicago working almost twelve to fourteen hours a day, didn't think very much of a proposition of that kind. We brought in committees representing the Building Trades Council and the other organizations and talked to them, begged them, pleaded with them, to help us get conditions satisfactory and right in Chicago, but they still insisted that they should have the rate of $1.25 per hour for all mechanics.

"After going along for some time with them the Associated Builders and the Building Construction Employers' association early in the spring issued an order to them and to the building public that they would not, after May 1st, pay any wages higher than the rate of $1 per hour for mechanics and 70 cents per hour for building laborers. The men went out on strike and continued on strike.

"Many members of our association believed that it would be better probably to continue to pay a compromise rate between $1 and $1.25, but the majority thought that even at a dollar an hour the wages would still be high and it would not be a sufficient inducement for people to build. Consequently we agreed to stand pat on the proposition of $1 an hour for mechanics of all classes and 70 cents for laborers without even considering the differential between those trades that in past years have demonstrated they were entitled possibly to more wages than other mechanics due to the fact that their work was more hazardous or that the work of some of them ran over a period of days during the year longer than some other trades.

"But we were willing, even before we went to the umpire, to consider and to continue a uniform rate for mechanics and laborers. After a number of conferences we decided through the Building Trades Council and ourselves to refer the subject matter to an umpire. You know Judge Landis was practically agreed upon after a duration of about three weeks' talk, in which there were possibly fifty or more names submitted on both sides for them to pick a man from.

"Before submitting the matter to Judge Landis and asking his consent to act as an umpire, an agreement was drawn up between the Building Trades Council and the Building Construction Employers' association to have it provided that all disputes should be submitted to the umpire and that his decision should be final and binding upon all parties. He was also asked to decide the question of wages, reserving to each side the right to put in whatever evidence they chose, using such figures as they felt disposed to do, from the ground up. It was not, as has been stated repeatedly, an agreement that Judge Landis should decide the rage rate as between $1 and $1.25. He was to decide the wage rate from the ground up, without regard to any previous rate of wages, either a minimum or a maximum.

"Before submitting the argument to Judge Landis in his court room in the early part of June, mostly all, with one or two exceptions, of the unions affiliated with the Building Trades Council through their arbitration board, signed an agreement to abide by and be governed by the decision of Judge Landis.

"Possibly the labor organizations did not believe that he would make a differential wage, but in his judgment he considered various working hours of the different crafts, the various conditions under which they worked, the hazard of the occupation, the time that the men lost on account of bad weather conditions, he took that all into consideration and when he brought us into his chambers on Sept. 7 and read this long document to us, a good many of the unions of course naturally were sore and disgruntled and disappointed to think that their wages should have been reduced from $1.25 an hour to, in some instances, 85 cents an hour.

"An explanation in regard to that is the fact that in this award the judge states, and he did state to us at all the hearings, and he would say, 'Will you permit this clause to go into your agreement?' or 'This clause to go into your agreement? Now, mind you, if you don't want this in I will have to take that into consideration in making the award of wages, because I think in order to produce economic conditions and satisfactory working conditions for the employer and the building public that these things should go in.' Now the trades in this agreement and his wage award that got the top notch are the trades that practically acceded to all the terms and conditions which he asked them to put in their agreements, and the trades that hollered a lot instead of getting $1.10 per hour were penalized because they refused to accede to his request to put in those conditions which he wanted to safeguard the interests of the building public. We have told these unions since that time that in our judgment and estimation all they had to do was to go up before the judge at the time set by him to receive petitions and tell him they were willing to go along with the recommendations that he made and he probably would, as he said in his statement here, grant them new conditions.

"Since the judge has made his award a number of trades have seen fit to go out on strike. The carpenters were not in the arbitration, but the judge in his decision makes a recommendation that if they accept the provisions of the agreement containing the conditions which he suggests, that he recommends that they receive a wage rate of $1 per hour. He does the same thing with the sheet metal workers and with the painters and with another trade. None of those trades have seen fit to go along with the suggestion, to accept it in any way at all, and even a number of the trades who have agreed to go along with the umpire in his decision have been out on a strike almost continuously since that day, necessitating the two organizations of employers to combine their strength, making a published statement of the fact that they are supporting in every respect the wages, the decision and the suggestions of Judge Landis, and we have gone to the trouble of posting on all buildings which we are constructing throughout the city signs to the effect that this job is proceeding under the decision and award respecting wages as made by Judge Landis. We are today endeavoring with the co-operation of our two associations, working in harmony, to try to make building construction work in the city of Chicago go under that plan. We are asking the public, and you are the public, whom Judge Landis was so particular to talk about and so desirous of protecting, we are asking you to support Judge Landis, as the building public, the two employers' associations in this effort to obtain for Chicago satisfactory working conditions, and to keep them in order that we may be able to proceed with construction work for the benefit of the public and the benefit of our great industry and our great city."

WORLD TRADE DIRECTORY

The eighteenth annual edition of the International Trade Developer World Trade Directory for 1921, published by the International Trade Developer, Inc., of Chicago, Ill., is now in circulation. It is a comprehensive, compact buyers' and sellers' guide and contains announcements from the leading firms throughout the world.

NEWS OF INDUSTRIAL DEVELOPMENT PLANS

Chicago is to have a new packing concern known as the Butcher's Packing Co., which will be incorporated shortly and begin business. The company has purchased from Walter J. Stein 91,000 sq. ft. in 38th place between Morgan and Gage sts. and extending through to 38th st., for an indicated $407,500, subject to $147,500. The property is improved with a three-story packing plant with switch tracks covering two-thirds of the lot and was formerly occupied by the Siegel-Hechinger Packing Provision Co.

The National Stamping and Electric Works has purchased the plant machinery and equipment of the Lindstrom-Smith Co., manufacturers of electrical specialties, located at 3213-3240 W. Lake st. The sum of $230,000 was paid for the plant and equipment. The property has a frontage of 405 feet on Lake st. with a depth of 130 feet, and the east 220x130 feet is improved with a new one-story factory building. The new owners contemplate the erection of an addition on the remaining property estimated to cost about $60,000. Hart & Whetston were the brokers in the transaction.

The Oil & Chemical Corporation has purchased from the Reedy Foundry Co. the foundry and warehouse property on Kilpatrick ave. between Walton and Iowa sts., 228x504 feet in extent, for an indicated $100,000. The company is making preparations for the enlargement and remodeling of the plant now located on a part of the property purchased and expects to convert it into one of the largest and best equipped petroleum product plants in this section. Rudolph R. Rosenbaum, chemical engineer, is president of the new corporation, and Wm. H. Reedy, formerly president of the Reedy Foundry Co., is treasurer.

The Silica Brick & Engineering Co., manufacturers of slag brick, with a large plant in the Clearing Industrial district, have made provisions for the expansion of their business to include the production of roofing tile. To provide for this addition they have leased from the Winchester Repeating Arms Co. the building at 5821 W. 66th st. erected during the war for the manufacture of clay pigeons. The building is two and one stories high with a total floor area of 13,500 sq. ft., served by a switch track from the Belt railway of Chicago. The lease runs for a period of ten years one and one-half months at a total rental of approximately $50,000 for the term. All parties of the transaction were represented by Louis B. Beardslee & Co.

The Pulverized Manure Co. has purchased twenty acres at 79th st. and the Indiana Harbor Belt railroad, through Louis B. Beardslee & Co. The property lies directly south of the Clearing Industrial district.

The Western Union Telegraph Co. plans the erection of a new west side warehouse and service station. From Miss Delia F. Dahm and Henrietta S. Wurts the company has leased the building under construction at 1021-1035 W. Adams st., between Aberdeen and Morgan sts., on property 82x129. The lease runs for a period of twenty years at a total rental for the term of $240,000, in addition to which the company will pay insurance. Paul C. Loeber & Co. negotiated the lease.

An indication of the revival of building locally which will contribute to the relief of housing shortage is the announcement this week that Plotke & Grosby, building operators, plan the immediate erection of ten 42-apartment buildings on North Kenilworth ave., one block west from Sheridan road. From the Wm. M. Devine estate they have acquired the property fronting 386 feet on Sheridan road, extending west

The Mill of the Sterling Yards

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GENERAL CONTRACTORS
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CHICAGO December 11th, 19 20.

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By [signature] President.

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BUREAU OF CANADIAN INFORMATION

The Canadian Pacific Railway, through its Bureau of Canadian Information, will furnish you with the latest reliable information on every phase of industrial and agricultural development in Canada. In the Reference Libraries maintained at Chicago, New York and Montreal, is complete data on natural resources, climate, labor, transportation, business openings, etc., in Canada. Additional data is constantly being added.

No charge or obligation attaches to this service.
Business organizations are invited to make use of it.

THE CANADIAN PACIFIC RAILWAY
Department of Colonization and Development

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to Glenwood ave. with a frontage on this street of 372 feet, and running from Estes ave. north to Kenilworth ave. with a frontage of 550 feet on Estes ave. and 600 feet on Kenilworth ave., for a total consideration of $300,000. Plotke & Grosby have sold to a syndicate represented by Kelly, Burns, Daly and Fitzgerald the frontage on Sheridan road, and upon the remainder of the plot fronting Kenilworth and Estes aves. will construct the apartment buildings at a total estimated cost of $2,500,000.

AD. COUNCIL NOTES

Homer J. Buckley spoke Tuesday noon at the meeting of the direct mail and house organ departmental of the Advertising council in the Morrison hotel. His subject was "The cash value of direct mail advertising." Announcement was made at the meeting of the coming convention of the Direct Mail Advertising association at Springfield, Mass.

—

Members of the advertising specialty departmental of the Advertising Council attended a dinner Wednesday evening in the Hotel Sherman given by the board of directors of the National Association of Advertising Specialty Manufacturers. The speakers included Dr. Arthur Holmes, president of Drake university, Montaville Flowers of Pasedena, Cal., and Dr. Charles Aubrey Eaton of New York.

—

H. C. Beaver, treasurer of the Rolls-Royce company of America, has been appointed chairman of the Publicity Club of Springfield's committee in charge of entertainment at the Direct Mail Advertising association convention and exposition, which will be held in Springfield, Mass., October 25-26-27-28. Mr. Beaver's committee is planning an extremely elaborate entertainment as a feature of the big gathering.

—

K. K. Bell, general manager of the Calumet Baking Powder Co., was the speaker at the luncheon of the National Advertisers departmental of the Advertising Council in the Morrison hotel on Thursday. Mr. Bell spoke on "National advertisers and present day conditions."

—

Frank Bacon, the actor who is starring in the current play "Lightnin'," now at the Blackstone theatre, will speak at a general meeting of the Advertising Council next Thursday noon, October 6, in the Cameo Room of the Morrison Hotel.

PEARL TRADE DULL

Pearling, formerly one of the principal industries of the South Seas, has fallen upon dead days because of the unsettled conditions throughout the world. All pearling boats at Thursday Island are laid up and at Broome, western Australia, only about 100 boats instead of 400 are working. A contributing cause of the diminution of activities is the failure of Germany and Russia to purchase a great amount of the pearl shell, as they did prior to the war.

SCHOOLS IN CANADA

Prince Edward Island, Canada's smallest province, has a school to every 4.6 square miles. There are 476 schools on the island, Quebec, with an area of 706,834 square miles, has a school to every 97.4 square miles, but a large part of the province is practically uninhabited.

BEAUTIFUL NORTH SHORE FARM

Consisting of 283 acres of rich black soil, located six miles north of Waukegan, one hour's ride from Chicago on the Northwestern Railroad.

It is well fenced and drained, has large comfortable house, stock barns, two silos, hay barn, hog house, granaries, milk house, chicken houses, implement and tool sheds, good wells and other improvements.

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Estimates given

WILL TAKE CENSUS OF HIGHWAYS OF COUNTRY

A census of urban and rural highways in the United States is to be taken by the Bureau of Public Roads. The data collected will include mileage, character and extent of improvement, expense of construction and maintenance. Similar surveys but not as expensive were made by the bureaus in 1904, 1909 and 1914.

The present survey differs from those of the previous years in that it will not only embrace the rural roads, outside of incorporated villages and cities, but also the urban highways, such as streets, roads and alleys inside of all incorporated places having a population of 2,500 or more.

The need of such a survey is most urgent, says the bureau in outlining the contemplated survey. The whole matter of federal cooperation in road construction is now under consideration in Congress. While there are a number of conflicting opinions as to the methods that should be adopted by the government, it is practically certain that future federal participation will be limited to a small percentage of the roads of the country. To provide a basis for future action by the government, it is imperative that an accurate picture of the present highway situation be obtained both with respect to the whole field to be covered and also as to the part of the work that has already been done, it is pointed out.

"From the standpoint of the states and local communities themselves," continues the bureau, "it is highly desirable to collect for purposes of reference information as to the methods of administration and financing employed by every community. The states have set out to build extensive state road systems; counties and local communities are holding large amounts of bonds and taxing themselves to the limit to raise funds for the betterment of their roads.

"In the main, each state and each community is proceeding to the solution of its own local problems with no conception of what the other is doing. Every state and every community will gain by a better knowledge of what is being done elsewhere, particularly in respect to matters of administration and financing. Common council is a wonderful solvent of difficulty, and the survey which is being undertaken will serve as the means for an interchange of ideas which should be most beneficial to each community and to the nation as a whole.

"The survey aims to determine not only how much money we are spending on our roads, and from what sources our road revenues are derived, but also what results are obtained from these expenditures. The investigation will there seek to determine the total road mileage in each county and incorporated community, the mileage improved with each of the several distinctive types of surfacing, the mileage under systematic maintenance, as well as to what extent the road mileage has been classified and the mileage embraced in such classified systems.

"That we may know something as to whether the cost of our roads is distributed in accordance with the benefits derived, the investigation will include a survey of the various sources from which the funds are derived for construction of roads, of bridges, and also for maintenance, together with the amount from each source.

"The bureau believes that, with the total annual road and street expenditures rapidly approaching the $1,000,000,000 mark, it is time that the nation made a careful survey of the entire field of public highway activities."

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E. L. Mansure Company
Sixteenth and Indiana Ave.

What About The Gasoline You Use

Every motorist knows that all gasoline is not alike: You have reasonable assurance that the quality of most gasoline sold under a well known trade name will remain constant, but trouble creeps in where you form the habit of just buying "gas".

It is not the idea of this company to claim that when you notice a difference in the quality of your favorite gasoline, that the manufacturer has deliberately tampered with his product. What we do mean to say is that gasoline varies according to the methods used in its manufacture, and the raw material from which it is made.

This company on account of its immense resources can truthfully say that the quality of Red Crown Gasoline never varies.

It is also well to consider that the gasoline to which you have your carburetor adjusted may not even be on sale in the next town or state, that too is a source of annoyance.

So we say, what about your gasoline? Is it always the same, and can you buy it everywhere?

Red Crown Gasoline can be bought everywhere. Once your carburetor is adjusted to Red Crown there need never be any necessity for changing, because Red Crown can be bought every few blocks in the city and every few miles in the country, wherever you go, and its quality never changes.

It is a universal fuel.

Standard Oil Co.
(Indiana)
CHICAGO ILLINOIS

Business Is Waiting for You

Somewhere, some place in this country is some business waiting for you.

You should know where it is. If not, use your long-distance telephone. The result will be gratifying.

The Bell System lines are adequate to handle your calls. There is no unnecessary delay. With improved methods of transmitting long-distance messages, you get the same good service as telephoning to a person a block away.

Get acquainted with the money and time saving "station to station" service, explained on Page 12 of the current issue of the Telephone Directory

ILLINOIS BELL TELEPHONE COMPANY

MANUFACTURERS seeking an advantageous factory site will do well to investigate the exceptional facilities offered by Chicago, the great central market.

Its ideal, central location, its superb transportation facilities by rail and water, its *cheap electric power*, leave nothing to be desired.

We will be pleased to confer with manufacturers desiring full information. Address Contract Department, 72 West Adams Street, Chicago.

MANY BRITISH SHIPS USING PANAMA CANAL

Panama canal statistics show that British shipping ranks next to that of the United States in use of the short cut between the Atlantic and the Pacific oceans. The figures show everything that flies the British flag, as Australia, New Zealand and other dominions, contributes materially to swell the total. During the fiscal year 1921, 33 per cent of all vessels passing through the canal were British, 34 per cent of the total net tonnage was British, and 32 per cent of all the cargo handled was carried by British tonnage.

During the first three years of canal traffic, 1915, 1916, and 1917, British shipping represented from 41 to 45 per cent of the total. The relative decline is explained by the rapid development of American shipping during and after the war in Europe. The following table shows the number of British vessels passing through the canal in either direction during the fiscal year since the opening of navigation and the relative importance of British shipping in the total traffic.

British shipping by fiscal years, 1915 to 1921.

Year—	Atlantic to Pacific.	Pacific to Atlantic.	Total British.	Total all flags.	P.C. British.
1915	226	239	465	1,088	42
1916	193	165	358	787	45
1917	371	409	780	1,876	41
1918	303	396	699	2.130	33
1919	306	296	602	2,025	30
1920	393	360	753	2.478	30
1921	500	472	972	2,892	33
Total ..	2,292	2,337	4,629	13,276	34

The development of the traffic in the early years was retarded by slides in the Gaillard cut. The war at first impeded traffic, and then stimulated it along certain routes. This latter effect is apparent in the figures, which represent a temporary peak. During the last three years there has been a gradual increase in the number and aggregate tonnage of all vessels using the canal, and a corresponding increase in tonnage under the British flag, which has maintained its relative position. Approximately the same number of British vessels pass the canal in either direction; but this applies to the aggregate trade only. Over specific trade routes there is often a marked preponderance of traffic in one direction, but since the difference is sometimes on one side and sometimes on the other the total approach a balance.

For the period covered by this statement the most important British trade served by the Panama canal was that between Europe and Australia and New Zealand, with an aggregate cargo tonnage for both directions of 950,000. Second place was taken by the trade between Europe and the west coast of South America with 747,000 cargo tons. Then followed the trade between the United States and Australia and New Zealand with 506,000 tons; the trade between the United States and the Far East with 451,000 tons; and finally the trade between Europe and the west coast of North America with 380,000 tons. These five trade routes account for 81 per cent of all the cargo carried through the Panama canal under the British flag.

U. S. BIDDERS LOSE

The contract for a bridge over the Yellow river on the Peking-Han Kow Railway has been awarded to a Belgian concern. Its bid was $10,500,000. There were four American proposals. The bridge is to be more than a mile and a half long.

HIGH GRADE PAPERS

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Chicago

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STEAM-MALLEABLE AND GAS COAL

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OR WRITE US

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CALIFORNIANS URGED TO PRODUCE RAW SILK

As a result of changes in the raw silk market it is claimed that the time has come when raw silk can be produced successfully in California. The fact has been known for years that the silk worm thrives in the dry interior valley of California and an unusually high grade of fiber has been produced there, but everything that has been done heretofore has been on a small scale. Silk growing has been a cottage proposition, but it is maintained that it would pay to carry on operations on a large scale, in competition with the Chinese, Japanese and Italian growers.

The reeling, heretofore, has been done by hand and its high cost has prevented it from being taken up in a big way. According to a monthly review issued by the Mercantile Trust Co., of San Francisco, the solution of the problems confronting the raw silk producer is to be found in quantity production.

One of the California public bodies caused an investigation of the possibilities of silk culture to be made, with special reference to the labor side, including both cost and supply, and the results were surprising. Made during the war, and taking labor costs at the high rates then prevailing, this investigation showed that if large plantations were established, properly equipped with cocooneries, cocoons could be produced with paid labor at a cost far below the prices paid by European and Asiatic reelers for the cocoons bought from cottage growers, and that the difference in cost of cocoons would more than offset any difference in cost of labor in the filatures. Thus the California sericulturist, if he wishes to grow cocoons only, can ship his crop abroad and make a satisfactory profit per acre; or, if a filature be operated in connection with his plantation, he can manufacture and sell raw silk in easy competition with foreign producers.

The aid offered by nature to the sericulturist in California is great. Owing to the dryness of the climate the worms thrive in temperatures fatal in more humid countries, and the percentage of worms brought to maturity is very much greater. The resin in the leaf grown on our foothills yields a stronger filament than is grown in the Orient, and the average cocoon is heavier and contains more silk.

Since the labor involved in reeling is proportionate to the length and strength of the filament contained in the cocoon, it follows that more silk per operative can be reeled in a given time from California cocoons than can be made abroad, and this helps to span any difference in wages. The investigation mentioned above included the reeling of many samples of Chinese and Japanese cocoons, and the difference in yield between some of these samples and California cocoons ran in some instances to over 700 per cent.

Unfortunately, sericulture has always been regarded as a poor man's game, requiring no capital and no plant other than a few mulberry trees. While this may serve in countries where the growers are satisfied with exceedingly small returns for their labor, and where the work is carried on as one of many of the household tasks, in this country only the large scale plantation and filature, requiring large investment and quantity methods of production, will succeed.

The Teutonic, the big White Star liner which for thirty years was engaged on Atlantic passenger service, has been sold to a Dutch firm and is being taken to Rotterdam to be broken up.

ACCURACY

A COMPREHENSIVE understanding of the consumer's needs for lumber, acquired by long experience and constant practice in extending a "super-service" to take care of them, requires no further justification for our great desire to serve **you.**

For a period of twenty-eight years, we have led all competition in applying modern merchandising methods to the best of all sales work, in distributing our manufactured lumber and kindred products in the world's markets. Thruout that interval we have constantly and continuously sought to secure and retain public confidence in our ability to meet every practical demand for our forest products. Every moment, every hour, every day, of that time has been devoted to the attainment of an ideal and that ideal has been to meet **your** needs and **your** wants for lumber with convincing **accuracy.**

From our great storage yards at Lincoln Street and Blue Island Avenue, the largest lumber yards in the world, where we carry in stock upwards of sixty million feet of all kinds of lumber from A 2x4—4′ to A 30x30—100′ and from our numerous branch yards conveniently located thruout the city, we have unsurpassed facilities for taking care of every practical need for lumber of all kinds. No order is too small to commend it to our most careful attention; no order is too large to render its prompt execution doubtful.

Tell us what you want; let us have your lumber list today.—Don't delay.

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WORLD TRADE CLUB

Mathew Hale, president of the South Atlantic Maritime Corporation, and Captain William H. Stayton, president of the Baltimore Steamship Corporation, will speak on the subject of "Our Merchant Marine" at the meeting of the Chicago World Trade Club, Tuesday noon, Oct. 4, at the Great Northern hotel. Both men are members of the National Merchant Marine association and are firm advocates of a merchant marine under the American flag adequate to the needs of our country in peace and in war.

ODDITIES ABOUND IN PALESTINE'S DESERTS

The following summary of commercial conditions in Palestine is printed in Commerce Reports, issued by the U. S. Department of Commerce:

Despite newspaper articles and rumors as to the projects to be undertaken in Palestine by the English government and the Zionist commission, the country is unprepared for great developments. Although traces of oil have been found in the vicinity of the Dead sea, there are as yet no producing wells. However, a New York company is preparing to drill on its concessions around the southwestern part of the Dead sea.

Because of the wild character of the country and the hostile attitude of the Bedouin tribes, little prospecting or surveying has been done on the east side of the Dead sea. The known minerals of the country are sulphur, iron, some coal, and large salt deposits. Salt is extracted from the waters of the Dead sea, and in addition there is a mountain of salt, some 2,000 feet beneath the surface at the southeastern end of the Dead sea, which, according to tradition, is the Biblical city of Sodom.

Bitumen is found in small quantities floating on the Dead sea and is collected by the Bedouins. Formerly the exports amounted to approximately 50 tons a year, most of which went to Germany and was used in the glazing of patent leather.

Two interesting limestone shales impregnated with oil are found in Palestine in the Yarmuk valley and along the northwestern coast of the Dead sea. During the war the Germans extracted oil from the stones in both these localities. It is doubtful whether the extraction could be made economically at the present time for commercial uses, but it is possible that by a baking and distilling process a gas could be obtained that would solve the heating problem of the country.

FARMS FOR A MILLION

Australians are discussing a scheme proposed by Sir Joseph Carruthers, Australian publicist and financier, for the settling of 1,000,000 English tillers of the soil upon 1,000,000 farms in Australia through the creation of a fund of $150,000,000 to be raised in equal proportion by Australia and Great Britain. He argued that the scheme would permit the emigration to Australia of a large number of the unemployed ex-service men of the kingdom to some of the richest land in the world, which as yet has never felt a ploughshare. He said it would be better for the United Kingdom to support such a scheme than to build warships in contemplation of Australia's danger should the Pacific become a war zone.

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Our Equipment *includes the latest and most efficient time-saving machinery—Linotypes, Monotypes, Color and U. P. M. Presses, Type-casting Machines, and complete facilities for Binding and Mailing.*

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Our up-to-date *labor-saving facilities and the efficiency of our management enable us to take advantage of every possible turn of the market and figure closely on materials. That guarantees a Fair Price.*

Thus, we are right on ***Quality, Delivery*** *and* ***Price!***

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